

Basement
Stacks

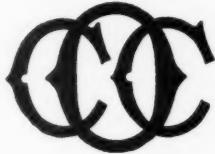
THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 91

DECEMBER 15, 1934

Number 24



Merry Christmas
and
Happy New Year
to all our friends

OPPENHEIMER CASING CO.

Henry Oppenheimer
PRESIDENT

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NEW YORK

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H. D. PEET PACKING COMPANY

BEEF - PORK - LAMB - VEAL
"PRIZE TASTIMEATS"
HAMS - BACON

403 MORTON AVENUE
BAY CITY, MICHIGAN

Oct. 25, 1934.

John E. Smith's Sons Co.,
Buffalo, N.Y.

Gentlemen:

Early this year when we decided that we would have to buy new sausage machinery, to take care of our fast growing business, we decided to make a thorough investigation before purchasing same.

After visiting several successful plants and making an intensive study of the most modern and economical sausage equipment to be had, we placed our order with you, early this year, covering our requirements.

We are so well pleased with the Buffalo machines that we feel you are entitled to receive an expression of our full degree of satisfaction.

The Buffalo #60 Self Emptying Silent Cutter is making a much better product than we were able to make with the old machine it replaced, and its outstanding efficiency is evident in our saving of time.

The Buffalo Air Stuffer works perfectly, and also saves us much time.

We are equally well pleased with the Buffalo Grinder and assure you that we will not hesitate to recommend Buffalo machines to anyone interested in modern sausage equipment.

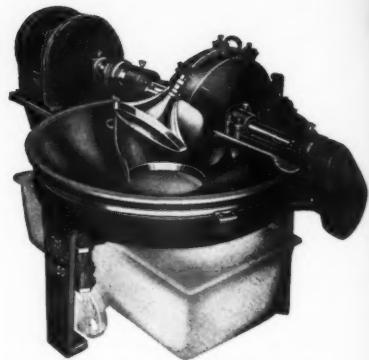
Very truly yours,

H. D. PEET PACKING CO.

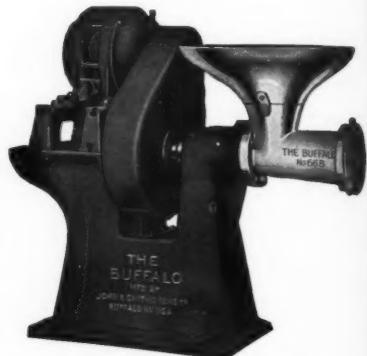
BY *H. G. Nichols*
H. G. Nichols,
Vice-Pres. & Gen. Mgr.

HGN-FM.

It will pay you to investigate the outstanding performance of these modern machines!



"BUFFALO" Self-Emptying
Silent Cutter



"BUFFALO" Meat Grinder



"BUFFALO" Air Stuffer

JOHN E. SMITH'S SONS CO.

BUFFALO, N.Y., U.S.A.

Manufacturers of "BUFFALO" Sausage Machines and Packing House Equipment



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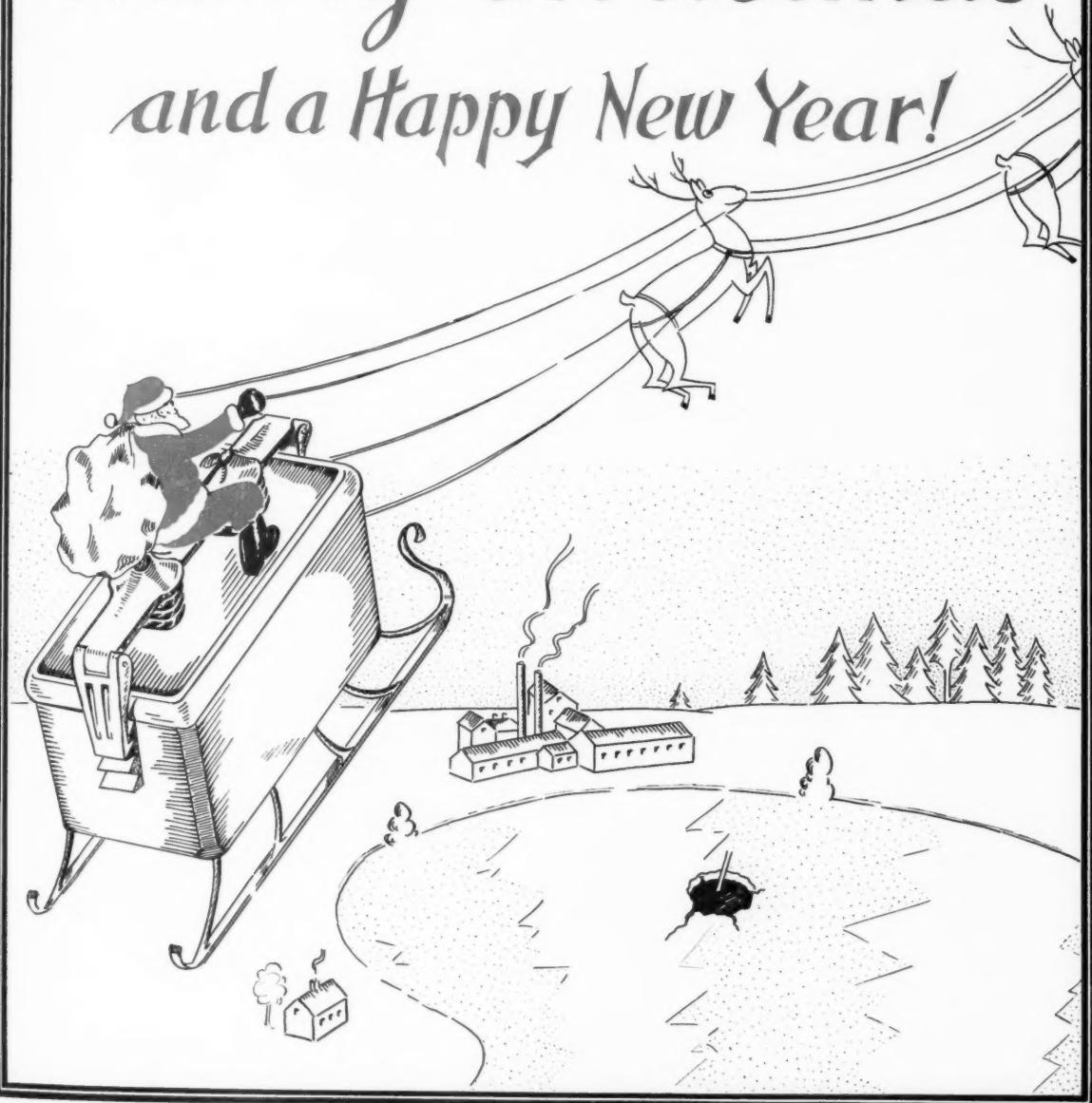
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H

Week

*Merry Christmas
and a Happy New Year!*



HAM BOILER CORPORATION
PORT CHESTER, N. Y.

The National Provisioner

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Meat Packing and Allied Industries

Volume 91

December 15, 1934

Number 24



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Daily Market Service (Mail and Wire)

"THE NATIONAL PROVISIONER
DAILY MARKET SERVICE" reports
daily market transactions and
prices on provisions, lard, tal-
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terials, hides, cottonseed oil,
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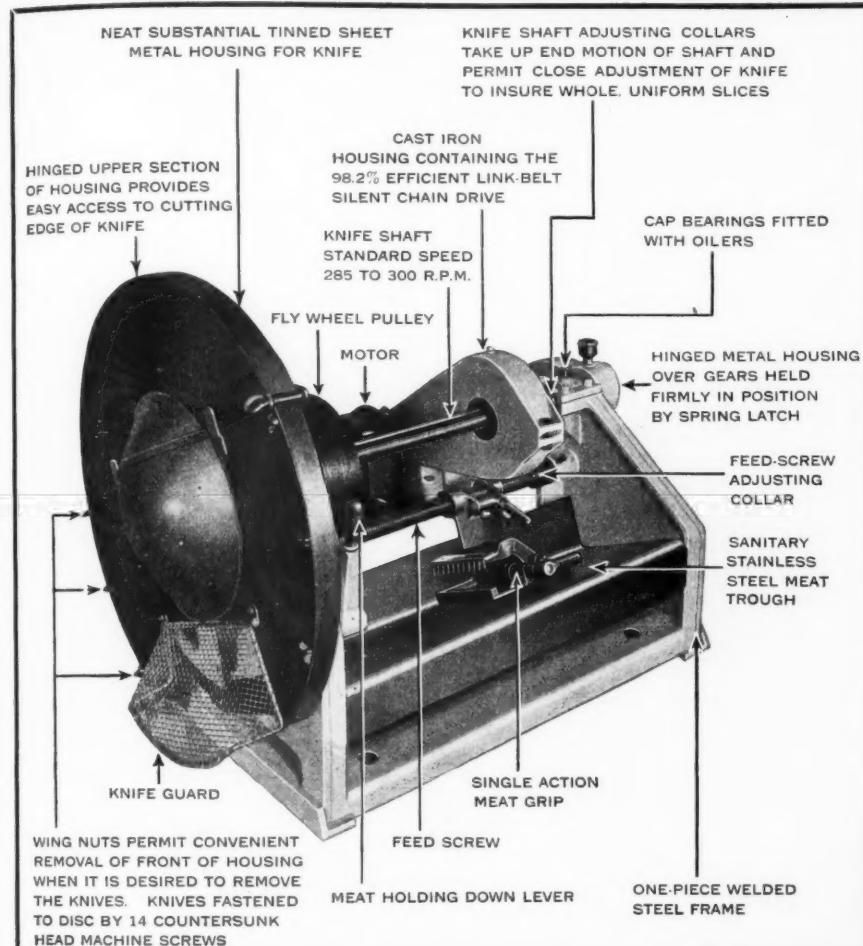
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Low-Cost, Dependable Slicing~ ANY CAPACITY—BACON, BEEF, FRESH CUTS



Link-Belt Meat Slicers are machines of—as well as for—the packing industry. They have been designed in close contact with the needs of the industry, the experience of packing house engineers themselves being embodied in the design.

As a result, the efficiency of these machines makes slicing a low cost operation. High capacity; semi-automatic operation; uniform, smoothly-cut slices; low upkeep—these are qualities of performance that identify meat slicers bearing the name "Link-Belt."

They are built in three standard models, for bacon, dried beef and frozen meat cuts. Write for a copy of Bulletin B-15.

LINK-BELT COMPANY
CHICAGO PHILADELPHIA
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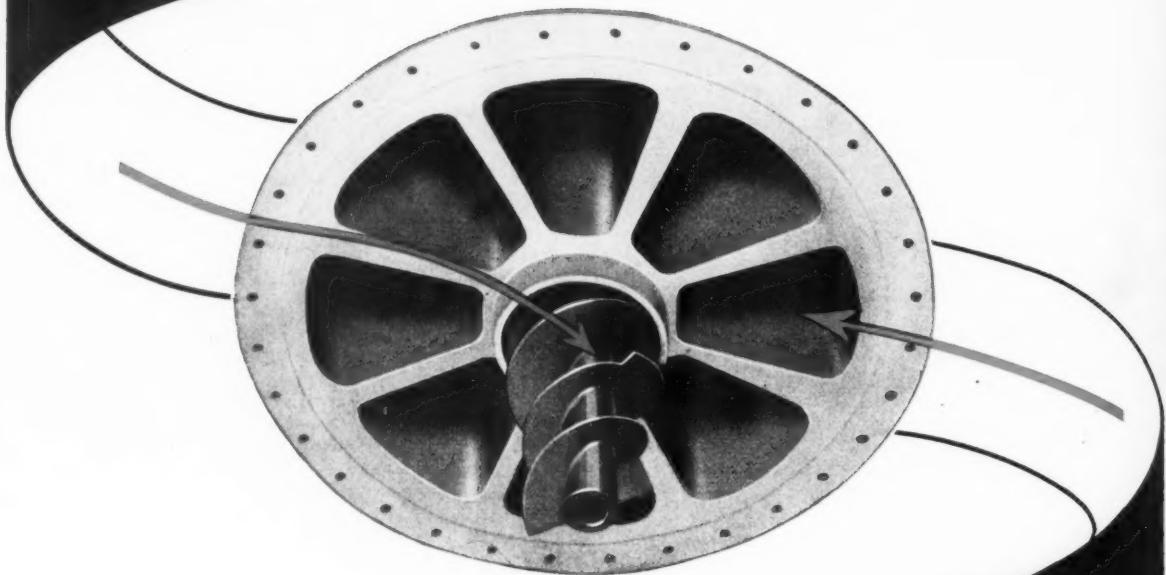
LINK-BELT MEAT SLICERS

Week ending December 15, 1934

Page 5

THE
FEA
give

POSITIVE CIRCULATION



SUB-DIVIDED HEATING UNIT

For either edible or inedible rendering the **LOWRY** System is unexcelled. The exclusive features of the **LOWRY CIRCULATING RENDERING PROCESS** are setting new standards for rendering economy and efficiency. WRITE for complete details.

DARLING & COMPANY

THESE BASIC FEATURES give remarkable results!

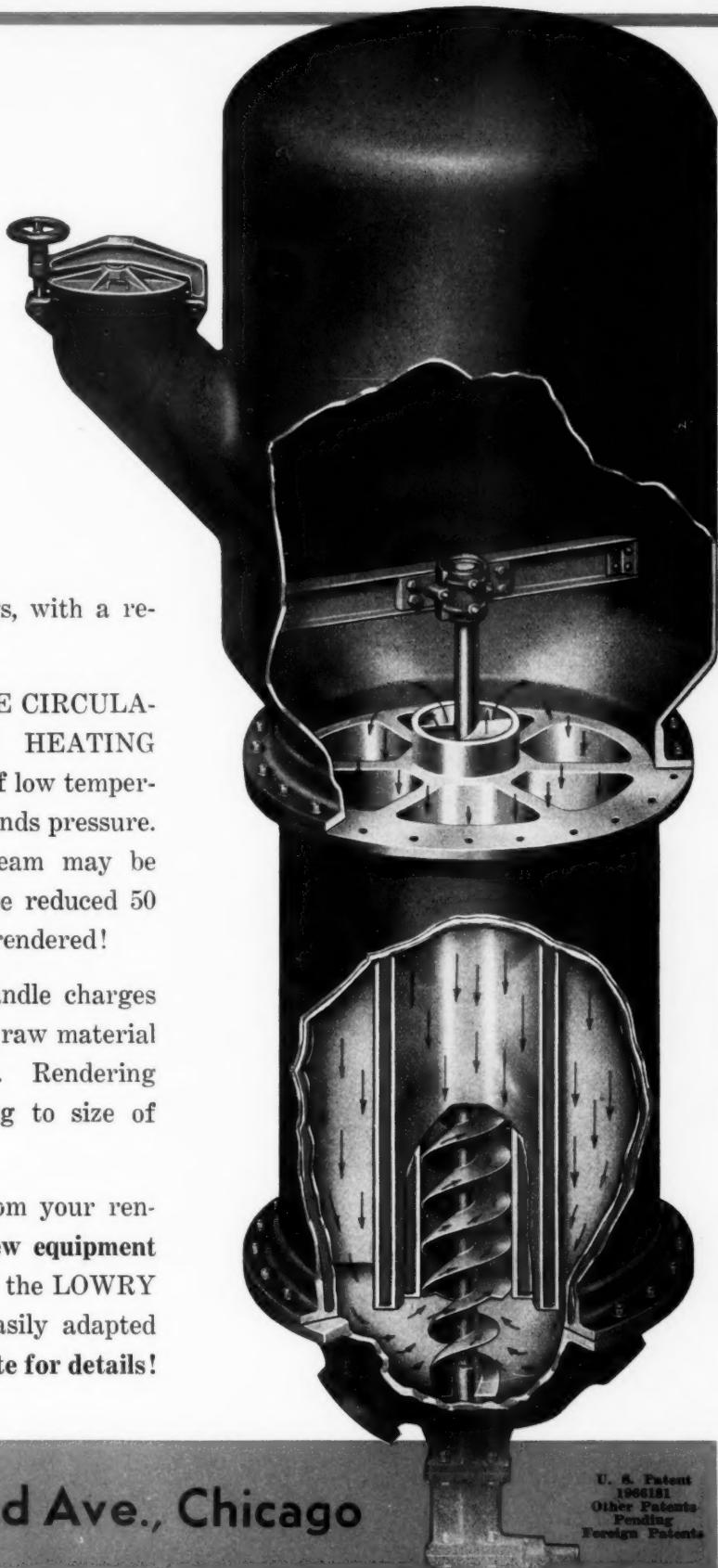
Color and quality of rendered fats are improved with low F. F. A.

The **POSITIVE CIRCULATION** assures thorough, uniform cooking of cracklings, with a reduction of fat content.

The combination of **POSITIVE CIRCULATION** with **SUBDIVIDED HEATING CHAMBER** permits the use of low temperature steam, at one to five pounds pressure. Where available, exhaust steam may be used. Your power bill can be reduced 50 per cent per ton of material rendered!

The **LOWRY** System will handle charges of from 3,000 to 20,000 lbs. of raw material—depending on size of unit. Rendering time **does not vary** according to size of charge.

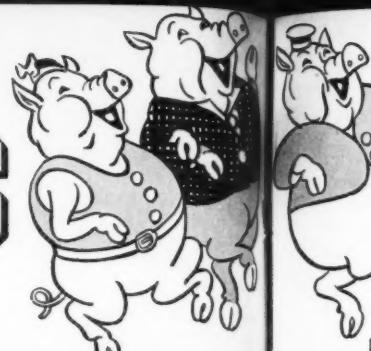
You can collect dividends from your rendering department. Even **new equipment** may be profitably replaced by the **LOWRY** System! The unit can be easily adapted to your present buildings. **Write for details!**



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1966181
Other Patents
Pending
Foreign Patents

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THESE LITTLE PIGS



WITH A SAVING OF

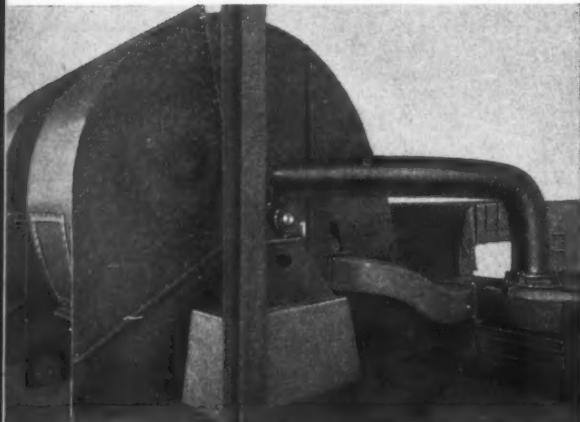


FIGURE 1—Forward Curved Sirocco Induced Draft Fans with Sirocco Spiral Inlet Collectors (on the right) in the main plant of Wilson & Co., Chicago, Ill.

FIGURE 2—(below) Hydraulic Couplings which are used on the Forced and Induced Draft Fans and also on a 100 horsepower ammonia compressor.

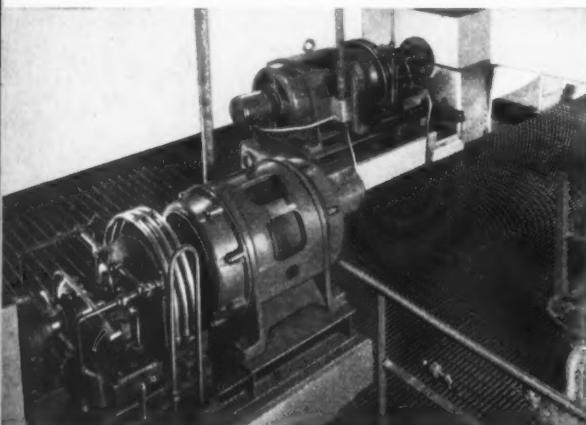


FIGURE 3—(below) Showing the Inlet Vanes of the Sirocco Spiral Inlet Collector used on the Wilson & Co. plant.



ALMOST as old as the Mother Goose rhymes is the packing industry's reputation for low distribution, sales and marketing costs. So unbelievably small is the packers' percentage of the dollars spent for meat that no one outside the industry, and comparatively few packers themselves, had figured future savings possible.

Yet competent, capable engineers, Allen McKenzie, J. M. Lenone and P. L. McGhee of Wilson & Company, with background of years of experience, envisioned even greater efficiency for the industry that has always been known as one of America's most efficient.

Well they knew the small percentage of the dollar the packer works on and they were thoroughly familiar with the parts of pennies per pound spent for power. So when they made their attack in the power plant, figuring that what was economical and efficient operation over a period of years might possibly offer a means of further economy and further efficiency under present operating conditions with modern machinery and equipment.

The result of their work is the new, complete, compact power plant of Wilson & Company, Chicago. This plant not alone typifies all that is modern in engineering methods and procedure, but is one that, conservatively estimated, is capable of saving upwards of \$100,000 annually.

Approximately 18,000 tons of coal will be saved yearly, although the same amount of process steam as was formerly used will be generated, as well as all electric energy. Processing and manufacturing departments have been speeded up. More power than needed for 100% increased operation can be made.

There is no shoveling of coal nor raking out of ashes. Conspicuous by their absence are numerous workers watching steam and water gauges; tall stacks belching smoke; the dirt and grime of ordinary power plants.

Entirely new in American power plant procedure is the combination of Sirocco Inlet Collectors, Forward Curved Fans, Hydraulic Couplings and synchronous motor drive. Many power plants had used one or more of these appliances but

McKenzie, Lenone and McGhee all four to make the plant go farther.

The Hydraulic Coupling is a means of driving the fan at constant speed, yet it is highly adaptable to changes in speed, such as those used in the power plant.

The application of the Wilson & Company power plant in the Sirocco

coupling, figures 1, 3, and 4, and 4.

The Sirocco Sp

FIGURE 4—(below) Close up view of the completed installation of the Sirocco Forward Curved Induced Draft Fan and the Hydraulic Coupling, (left) in the Wilson & Co. plant.

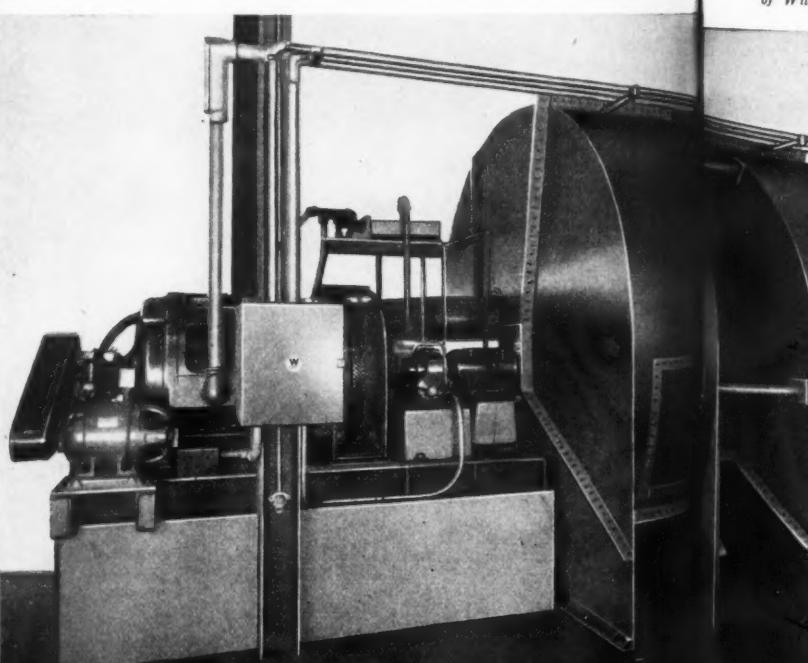


FIGURE 5—(below) Close up view of the completed installation of the Sirocco Forward Curved Induced Draft Fan and the Hydraulic Coupling, (left) in the Wilson & Co. plant.



Went to Market OF \$100,000 YEARLY

McKenzie, Lenone and McGehee in their scheme of things selected only small four to make the packers' exceedingly small part of the dollar further.

The Hydraulic Coupling (see figures 2 and 4) is a simple, efficient means of driving a machine at an infinite number of speeds with a constant speed driver. Its characteristics are such that it is particularly adaptable to machines whose power varies as to the cube of the speed, such as pumps or induced and forced draft fans similar to the ones used in the Wilson & Company plant. The Hydraulic Coupling makes it possible to combine the electrical advantages of constant speed induction or synchronous motor drive with the numerous operating advantages of variable speed drive.

The application of the Hydraulic Coupling in the Wilson & Company plant eliminates damper controls and electric motor control equipment and makes possible a minute automatic adjustment of speed. It also greatly reduces erosion and effects power savings of substantial size. (See figures 2 and 4.)

The Sirocco Spiral Inlet Collectors (see figures 1, 3, and 5) have a distinct and decided advantage and are fittingly placed in this model power plant to minimize the risk of nuisance and further to prevent erosion. Their ability to perform effectively in small space with a minimum of care and attention over a long period of years

FIGURE 6—(at right) Longitudinal section of Wilson & Co.'s new boiler room.

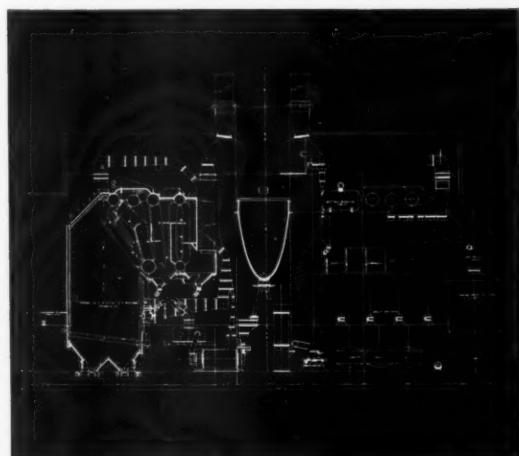
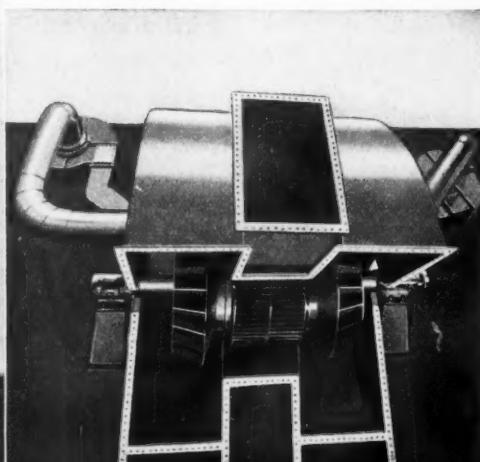


FIGURE 5—(below) Bird's-eye view of the Sirocco Forward Curved Induced Draft Fan coupled with the Sirocco Spiral Inlet Collector (Showing collectors in background, also see FIGURE 3)



means a saving of valuable space and long life to complementary equipment.

Forward Curved Sirocco Induced Draft Fans further add to the efficiency factor of this plant. The Sirocco fan wheel inherently affords more sensitive response to speed changes than other types and the low tip speed characteristic of the Sirocco Fan insures long life and further minimizes erosion and the results of erosion. The Sirocco Fan operates at the lowest tip speed of any fan on the market. High Speed Fans, Hydraulic Couplings and synchronous motors furnish air for forced draft.

The maximum advantages of power factor correction through synchronous motors on both forced draft fans and induced draft fans is permitted by the use of Hydraulic Couplings. The advantages and economies of the one are made possible by the use of the other, all to the benefit and profit of the packers' small part of the dollar.

Hydraulic Couplings are also used in the Wilson & Company power plant for furnishing variable speed drive to a 100 h.p. ammonia compressor.

Much has been said of the capabilities of the men and equipment responsible for this new power plant—much more will be said of the efficiency and skill of the packing industry as exemplified by Wilson & Company. But perhaps you have a similar opportunity to profit—to stretch your part of a dollar.

The American Blower Corporation, with more than 50 years' experience in air handling—air conditioning, mechanical draft, dust collection, heating, ventilating, air washing and cooling equipment—is always ready to consult with interested engineers with regard to increasing plant efficiency and economy or improving operating conditions. There is no obligation. American Blower offices in charge of competent engineers are located in all principal cities.

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6000 Russell Street, Detroit, Michigan

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Send data on Air Conditioning

Sirocco Forward Curved Induced Draft Fans
Sirocco High Speed Fans Sirocco Spiral Inlet Collectors

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PACKAGING THAT PROTECTS QUALITY

Illustrated above is one bag filling and sewing machine, one of the many modern packaging methods used to make sure that International Salt reaches every carton, every lined bag and barrel as pure and clean as it left the refining process.

STERLING QUALITY TABLE SALT

is steam-sterilized for purity by the International refining process. It is automatically packed in moisture-proof cartons with metal pouring spout on the side. The salt has none of the bitter taste that can be caused by magnesium sulfate (Epsom Salts).



Above all claims and counterclaims

MEAT packers and salt producers sometimes disagree about the types or grades of salt best adapted to any meat packing process.

Standing high above all argument, above all claims and counterclaims, the most important thing to know about salt is that it is produced by a company with the resources and facilities, the experience and the *will* to maintain the highest standards of quality.

As the largest producer of salt in the world, International has the essential resources and facilities. In more than three decades of growth it has gained wide experience. The International Salt Research Laboratory, guiding and controlling improvement in the production and use of salt, is evidence of the International *will* to maintain quality.

International Salt for every food packing use is made pure. It is handled by machines to guard that purity. It is properly packed to protect it in shipment and storage. If it is kept by you as pure as it is made, you can know that the salt you use in your production is doing all it can to maintain the goodness of your finished product.

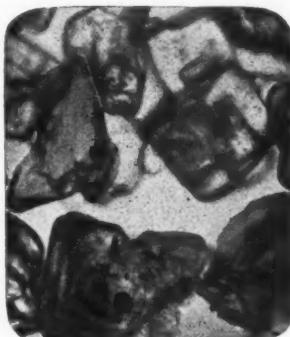
International offers its Salt Advisory Service to industry at no cost or obligation. Any inquiry as to any use of salt will be welcomed. International Salt Co., Inc., Scranton, Pa., New York, N. Y.

INTERNATIONAL SALT COMPANY

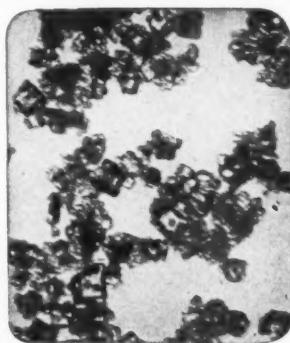
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A Mechanical Mix



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A Choice Breakfast Bacon

A flavor that pleases. A color that holds.
Ready 1½ days to the pound.

The Safe, Fast Cure

Meets B. A. I. Requirements

We call your attention to "A New Idea"—an "Aged Flavor" in a short time cure.

PRAGUE CURE is "America's Perfect Cure"

PRAGUE POWDER is not a Mechanical Mixture

The elements used are fused so as to change the general character of the Nitrites and the Nitrates.

A Delicious Juicy Baked Ham



The quality cure and the tasty flavor will increase your
Baked Ham sales.

PRAGUE POWDER is a New Curing Element

Cool weather will make you select your choicest
cured hams for baking.

Bake with bone in, or first bone and prepare for
oven. In all cases cure your hams with
PRAGUE POWDER for a sweeter, moister,
better slicing and better flavored Baked Ham.

The short-time PRAGUE POWDER cure lends itself
beautifully to this style of ham.

PRAGUE POWDER is the "short time cure."

THE WINTER SEASON CALLS FOR HAMS AND BACON

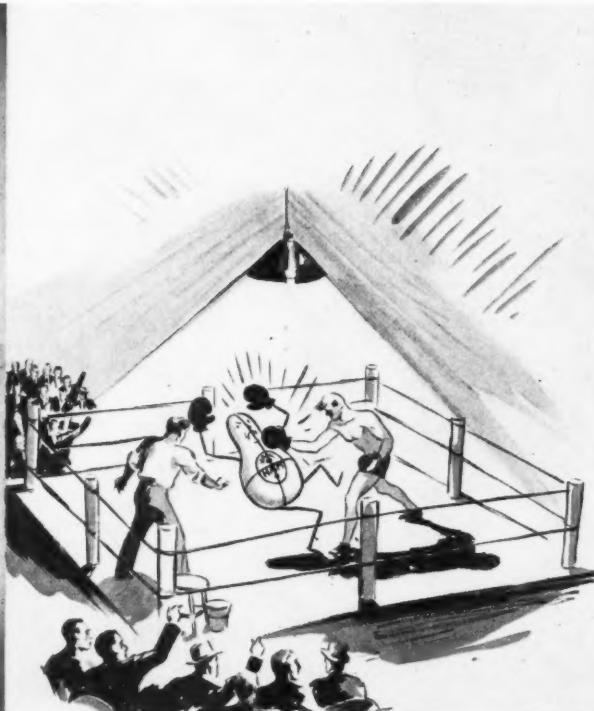
THE GRIFFITH LABORATORIES

1415-25 W. 37th St., Chicago, Ill.

Canadian Factory and Office: 532 Eastern Ave., Toronto, Ont.

SPORT EXTRA *

Jones Puts Over Winning Wallop Credits Rhinelander System with Victory



The sporting fraternity in packing house circles was treated to a remarkable demonstration of supremacy last night when Aloisius Pliny Jones, national all-around superman, put the final kibosh on all contenders in the Smoked-Meat Wrapping field.

Jones' victory was the inevitable result of a carefully thought out campaign to "lick" the problem of excessive and unnecessary wrapping costs. As a distinct triumph of "head-work" over footwork, Jones' strategy becomes ring tradition.

When pressed for the lowdown by throngs of admiring purchasing agents, the hero of the evening said: "It was in the bag—in the wrapper, I mean—from the first tap of the gong. I had but one purpose in mind and one purpose only. I knew that through habit many 'hams' were cost-handicapped because of their being wrapped in dual-purpose (both moisture- and grease-resistant) wrappers at higher costs than single-purpose

papers would necessitate. Packing house products that contain negligible moisture, need grease-resistant papers only, and these cost less since they effect substantial savings. By using my bean, I separated the products of our plant into two groups and began using Rhinelander Parchment on all moistureless items. That was the winning punch!" After this oratorical outburst, Jonesy beat it for the showers, and so leaves our story.

However, the daily battle to keep wrapping costs at a minimum still goes on in many a packing plant.

Until the last few years, this struggle was nationwide . . . but then many shrewd purchasing agents discovered Rhinelander Greaseproof Parchment and the money-saving plan of separating their wrapping jobs.

When they started using Rhinelander papers on products needing grease-resistant protection only, costs went down and profits mounted.

Not only is this superior wrapper the finest grease-resistant available, but it is also strong and flexible, and appetizingly bright in color. Send for generous samples.

Rhinelander
GREASEPROOF
Parchment

RHINELANDER PAPER CO., RHINELANDER, WISCONSIN

College Football

TESTERDAY

Nevada, 9; St. Mary's, 12; Detroit, 27; Marquette, 27; Notre Dame, 12; Dayton, 6; Fordham, 6; Boston, 1; Aurora, 20; Mount St. Butler, 59; Cornell, 1; St. Louis, 13; Georgia Tech, 29; Ohio, 6; Manchester, 16; Louisville, 7; Mississippi, 7; Eau Claire Teachers, 6; College of the Holy Cross, 13; York, 1; South Georgia Teachers, 1; Louisville, 40; William George Washington, 36; Bethel, 2; Chilocco, 10; Oregon State, 39; Idaho, 1; Lewiston, 1; Normal, 1; Kansas, 6; Iowa Wesleyan, 30; Duquesne, 12; Boston, 1; Kalamazoo, 7; Albion, 1; Maryville, 7; Leavenworth, 1; John Carroll, 27; Adelphi, 1

Notre Dame Attempts

BY WILFRID

Chicago Tribune

Notre Dame, Indiana's King, X, which means, engaged in the Notre Dame football other, will be dinnertime. For tomorrow Memorial stadium, students, alumni, and Noble Kizer will be on against his alma mater, Elmer Layden.

The King's six days gave sanctuary no place in the building for tomorrow's card hosts, directed by Notre Dame's 1924 national eleven, are ready for fraternal strife.

Winnipeg Free Press

Kizer, who took the way for Layden, Four Horsemen, made teammate. And Layden, year as director of Notre Dame's Jack Coughlin, of Texas Longhorns, his forces to repel the winner takes all. The loser gets consideration. Pure American attitude is unfortunate. Certainly cried in this particular Layden and Kizer are friends, each is able. Yet despite their mutual regard, one fence.

And prospect of directed by those the lure for those the amphitheater will built.

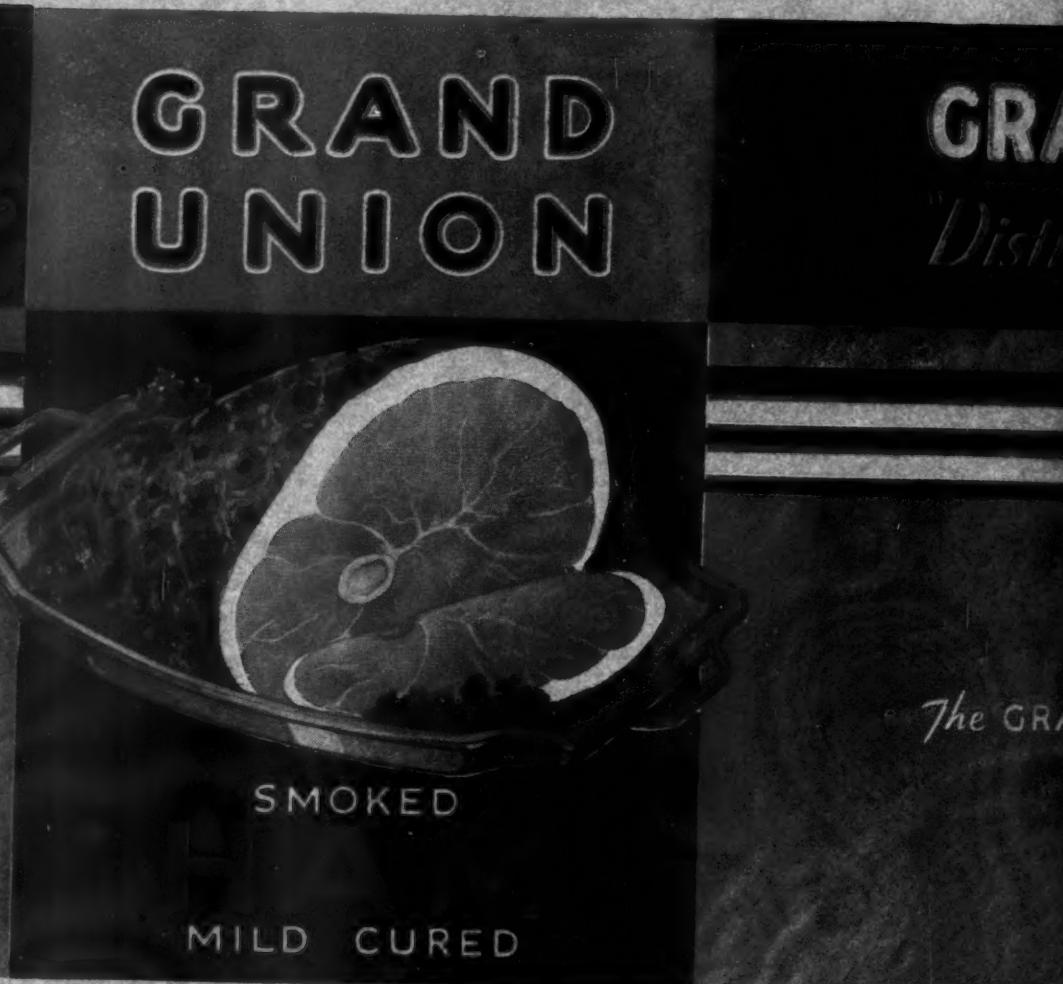
The Irish American

Their presence in the valley, for they will crowd which has a whip Hunk Anderson, eleven, 19 to 8, and despite the fact that and Purdis were dual games.

This background between the coaches had effect on the feelings of the players. Indeed, it heightened the desire of Notre Dame's



Package Designing and MULTI-COLOR PRINTING



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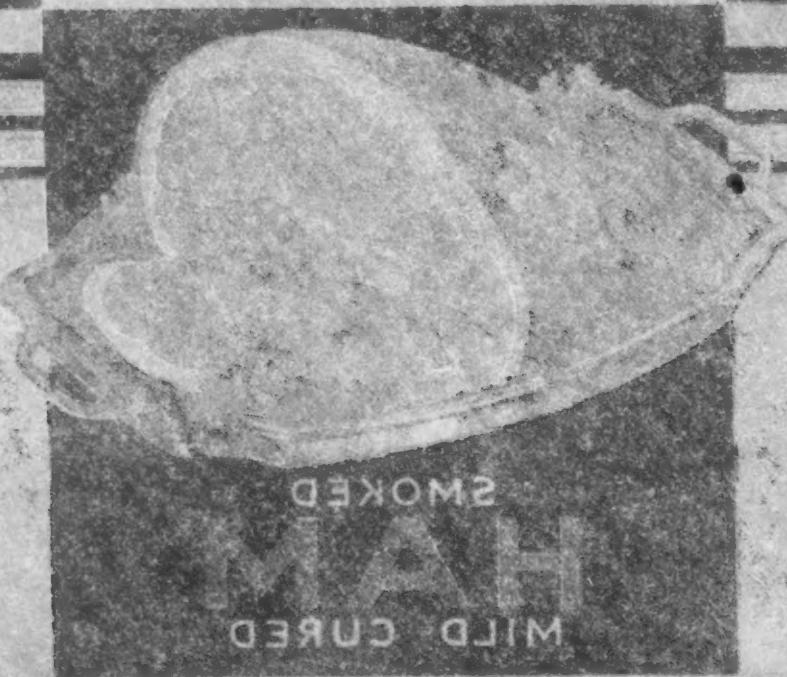
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THAT NARROW MARGIN

between PROFIT AND LOSS



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Single Stroke
Hand Lift Trucks,
2,500 lbs. capacity.



RED STREAK
Single Stroke
Hand Lift Trucks.
Capacities up to
5,000 lbs.



Steel-Bound Skid Platforms.



MULTI-STROKE
Hand Lift Trucks.
Capacities up to
20,000 lbs.

TRADE **YALE** MARK

THE YALE & TOWNE MANUFACTURING COMPANY

PHILADELPHIA DIVISION PHILADELPHIA, PA., U.S.A.

Makers of Yale Electric Trucks, Hand Lift Trucks, Hand Chain Hoists and Trolleys

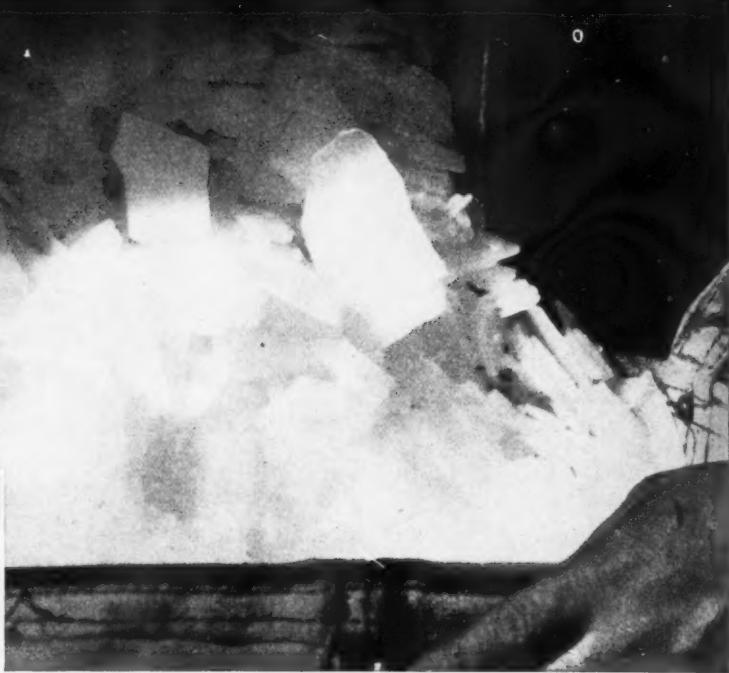
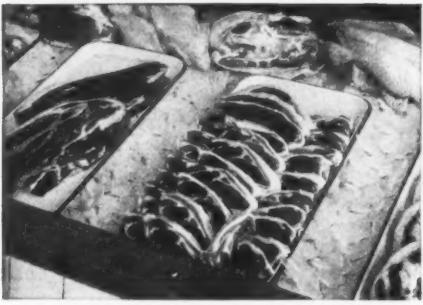
IN HORSE racing a close finish provides thrills and excitement . . . but in industry, a narrow margin between profit and loss arouses no cheers. It is a source of worry and struggle . . . a constant race against costs to get over the line into the profit column.

Waste or inefficiency in one place or another may be the difference between red and black figures on your statement.

In seeking to reduce costs and increase profits examine your present methods of lifting, hauling, stacking and storing materials. Are they slow, inefficient, unsafe, retarding production, giving competition an edge? It is in materials handling that are discovered the greatest opportunities for economy. The solution may be a Yale Hand Lift Truck and Skid Platform System.

Yale Trucks are the choice of the world's leading industries. You will find it well worth while to investigate their possibilities in your plant and one of our representatives will gladly help you do so.

THEY FLOW TO YOUR USE



...as you want them
...when you want them

Cannot bruise or injure the flesh of the most delicate meat . . . fill all voids and spaces in packing and provide larger surface contact . . . unequalled for packing fillets, chops or similar products forwarded in cans . . . show substantial economies for meat delivery trucks. In sausage manufacture they quickly mix throughout the mass and maintain uniform temperature . . . reduce wear and tear on cutters and eliminate breakage.



Simplicity in manufacture.

There is no substitute for
FLAKICE FROZEN WATER RIBBONS
TRADE MARK

FlakIce Frozen Water Ribbons flow to your use from the machine continuously and automatically . . . clean, crisp, cold and dry . . . and they are non-regealing in storage. They have no competitor because there is no form of water ice manufactured today that will produce the results obtained from FlakIce Frozen Water Ribbons. Then too, simplicity of manufacture is on a par with superiority of product. FlakIce Equipment offers many outstanding and exclusive advantages . . . compactness . . . light weight . . . convenience of location . . . adaptability to existing space . . . flexibility of operation . . . continuous flow . . . no attendance . . . no handling . . . no knives nor scrapers . . . no accessory equipment . . . low maintenance expense . . . high efficiency. Investigate the possibilities of FlakIce Equipment for your business. A telephone call or letter to any of York's 71 conveniently located direct factory branches will bring you complete information.

GET THE FACTS FROM SATISFIED USERS* EVERYWHERE

*Names on Request

YORK
REFRIGERATION

YORK ICE MACHINERY CORPORATION, YORK, PENNSYLVANIA



IT'S ALL PROFIT — NO WASTE WHEN THE WHOLE LOAD STAYS FRESH

FEATURES OF STATOTHERM CONTROL

- 1. Positive and exact control of temperature within 1 deg. F.
- 2. Uniform temperature throughout load.
- 3. Adjustable instantly to any required temperature.
- 4. Adaptable to and economical of any type of refrigerant.
- 5. Simple and reliable — low operating cost.
- 6. Independent operation — standing or running — truck or trailer.
- 7. Control of dehydration.

THERE'S no "spoilage zone" in the Mack Statotherm truck. This source of waste, found in ordinary refrigerator trucks, takes place at the top or bottom of perishable loads, even when the middle of the truck is held at *about* the required temperature. The Statotherm prevents such spoilage by keeping a uniform temperature throughout the entire load.

This is but one of many ways in which the Mack Statotherm control does away with costly deterioration of perishables. Loads can be held within one

degree of any selected temperature for indefinite periods. The most delicate foodstuffs can now be delivered to distant markets with the assurance that the whole load may be marketed at top prices. By affording close temperature control, the Statotherm also saves money in that it conserves refrigerant.

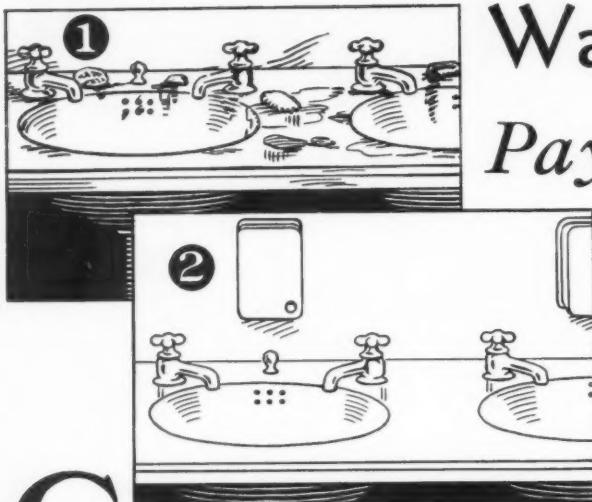
Mack has developed special refrigerator bodies expressly for Statotherm control, or Statotherm units can also be installed in existing equipment at reasonable cost. Write for illustrated booklet.



MACK TRUCKS, INC., 25 BROADWAY, NEW YORK CITY

Week ending December 15, 1934

Page 17



Contrast~

1. Wasteful—Untidy—Unsanitary
2. Economical—Neat—Sanitary

The thin wafers of bar soap in the public washrooms usually are discarded—that's sheer waste. Also, they cause an untidy, messy looking washroom and should be abolished. Powdered FLOTILLA Soap, in the new sanitary dispensers, prevents all waste, yet provides bar-soap satisfaction and gentleness.

These steel enameled dispensers, set flush against the wall, are neat and tidy, and easily filled. With each case of 48 packages of Powdered FLOTILLA Soap, you may have one FREE! Additional dispensers, if needed, will be supplied at cost.

POWDERED FLOTILLA SOAP

ARMOUR AND COMPANY · Industrial Soap Div.
1355 W. 31st Street Chicago, Ill.

Washroom Waste Pays No Dividends

BANISH IT!

It's the little savings, here and there, which aggregate sums substantial enough to become evident on the profit and loss statement. However, the saving you can effect in washroom soap is by no means inconsequential, and should not be ignored.

And when, at the same time, you can provide greater cleanliness, neatness and comfort—immediate action is in order. Powdered FLOTILLA Soap is the answer to this problem.

Modern, Unbreakable Dispenser-

FREE!

Ask about it!

\$4.00 VALUE
With each case of

POWDERED FLOTILLA SOAP

THE NATIONAL Provisioner

*THE MAGAZINE OF THE
Meat Packing and Allied Industries*

Volume 91

December 15, 1934

Number 24

Aggressive Selling in the Retail Store Will Boost Sausage Consumption

ONE of the criticisms frequently directed against sausage manufacturers' merchandising is that it too frequently fails to "follow through."

This is not justified today to the extent that it was a few years ago. Nevertheless it is true that some producers of sausage are leaving the job of selling the consumer ENTIRELY to the retailer.

Such a policy might be questioned. Not many retailers are particularly interested in the sausage manufacturer and his products. Unless consumers decide otherwise, the retailer is very liable to buy

An Opportunity for Progressive
Sausage Manufacturers to Attack
the Problem of Profitable Volume

From a New Angle

those sausage brands that seem to offer the possibility for quickest and easiest profits. A good retail customer today may be—and often is—gone tomorrow.

Sausage manufacturers might profitably plan a better control over their outlets. They may secure this independently of the retailer by going directly to the consumer with their sales story.

Modern Merchandising Policies

A better way is to give more attention both to consumer and retailer; obtain a more profitable



THIS DISPLAY HELPED TO SELL MORE THAN A TON OF SAUSAGE IN ONE DAY.

To Gimbel's great New York City department store a sausage department was just "bologna" until a smart salesman showed them how to get consumer attention and build up sales volume.

volume by building consumer demand and educating and aiding the retailer to sell a larger volume of sausage products.

Most sausage manufacturers agree in principle to such a merchandising policy. But when asked why they do not work closer with the retailer the reply invariably is "too expensive" or "can't afford it." Possible results are apparently ignored.

Nevertheless, it is apparent that there must be more aggressiveness in sausage sales, a more general inclination to take advantage of all sausage sales possibilities if the market for sausage is to be developed anywhere near the desired volume.

One sausage sales manager—discussing with THE NATIONAL PROVISIONER the place of the retailer in sausage merchandising—said that sausage selling costs are going to increase. He bases this opinion on the fact that broader merchandising policies must be adopted to secure profitable volume.

An Expensive Lesson.

"We have learned—and the lesson has been expensive," he said, "that we cannot get profitable volume with products made to sell at a price. There is only one other thing for us to do—manufacture quality products and find more efficient and effective merchandising methods.

"Some sausage manufacturers with whom I discuss this matter question the wisdom of expanding merchandising methods to take into account all factors influencing sausage sales and consumption. But I see no other way out. We must become as efficient in merchandising as manufacturers of other foods which compete directly with sausage.

Retailer Will Decide.

"We must accept the idea that we must spend more money to get and keep profitable volume. And we must recognize that the retail store is the point of contact with the consumer. On the efficiency with which the retailer does his work is going to depend the success

PACKER AIDS SAUSAGE SALES.

Newspaper advertising used by Lindner Packing Co., Denver, Colo., helps retailers to increase sausage volume.

we will have in building profitable volume.

"We may have little interest in the retailer as such, but certainly we must appreciate that he is the one who actually sells our products. As an individual he may be of little importance as far as he enables the sausage manufacturer to build profitable volume, but in the aggregate he can make or break us.

"The possibility for building volume by working with the retailer does not seem to be sufficiently appreciated. Products of our plant are in about 1,000 retail stores in a rather restricted territory.

"If, through cooperation with these retailers, we could increase average sales of each store 20 lbs. per day, we would increase our sausage volume 20,000 lbs. daily. I believe this is possible. In fact, I think every retailer to whom we sell can be taught to increase his sales more than 20 lbs. daily on an average.

"Sausage manufacturers have been 'asleep at the switch.' Manufacturers of other foods which compete directly and indirectly with sausage have outdistanced us. And there is going to happen in the sausage industry just what has occurred in other lines of food manufacture, I believe—concentration of volume in those plants which give consumers good products, backed up with good merchandising that follows through from the plant to the housewife's kitchen."

Increased Sausage Sales 1,000 Per Cent.

Sales results secured in many retail stores as evidence of consumer reaction to better sausage merchandising efforts:

In Bopp's Market, 284 First ave., New York City, sausage volume was increased 1,000 per cent in a few months.

"It would appear that a record involving 1,000 per cent increase in sausage sales is impossible of accomplishment in these times," said Andrew Bopp, owner of this market, "and some of the more conservative retail meat dealers, who like ourselves have gone along for years using old methods, will accept it with some question. But the facts speak for themselves.

"This business was established in 1847, and with quality meat products as its backbone it always has been a good business. It has passed from father to son, and we are serving customers today whose parents we served in the 80's. Changing times have necessitated changed methods. Recently the need for modernization became apparent.

Induced to Push Sausage.

"Until a few months ago we made little attempt to sell sausage. We did not have the facilities. When customers asked for sausage and 'ready-to-serve meats' we had them, but we made no special effort to push these products.

"Recently, due to efforts of a salesman for the Visking Corp. and a study of that company's plan for increasing

(Continued on page 56.)



INCREASED SAUSAGE SALES 1,200 PER CENT IN A WEEK BY GOOD MERCHANDISING.

The Madison-Keeler Food Mart in Chicago planned a special "Sausage Week" and increased volume of sales tremendously, with no other aid than quality products and this attractive window display to catch the eye of consumers.

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A MONUMENT TO HONEST ENDEAVOR AND QUALITY PRODUCT.

The present plant of the Nuckolls Packing Company is considered one of the most modern and well equipped plants of its size and kind in the country. Employing 500 persons, its growth has been steady and healthy since the days when a half dozen employees comprised the force.

The illustration shows the plant at the time of the 44th anniversary celebration, with plant and sales staff gathered in front.

Nuckolls Packing Co. Celebrates Forty-four Years in Business

FIFTY-FIVE years ago a small slaughtering plant manned by a half dozen people was started in the mining camp of Leadville, Colo. That was in 1879; there were few railroads, and in those days cattle had to be driven overland to be slaughtered for market. The plant was owned by Emmett Nuckolls.

In 1890 he and his two sons, G. H. and Ezra, moved to Pueblo, Colo., and founded the Nuckolls Packing Company, which is today one of the most up-to-date plants in the United States.

Their story covers an interesting period in the history of the United States and in the growth of the particular section in which they located. It is a story that the present members of the organization can look back upon with pride—one of difficulties overcome and worthwhile results achieved in the way of an enviable reputation for sterling quality of product and sound merchandising methods.

Third Generation in Charge.

Upon the death of Emmett Nuckolls, in 1910, G. H. Nuckolls was made president of the company. He died in 1928 and was

succeeded in the presidency by his widow, Virginia W. Nuckolls, who later retired in favor of her daughter, Marion Nuckolls Swinger, who is the present head of the company. Another daughter, Della, is vice president and treasurer. Their father's brother, Ezra, had disposed of his interests in the company before his death in 1929.

In 1916, due to a rapidly growing business, a new plant was needed and H. Peter Henschien of Chicago was called in as architect. The result was a packing plant which, at that time, was declared to be the most modern of its kind in the country.

In 1921, during a flood period, the office building was damaged, although the plant withstood the flood. A new

and enlarged office building was immediately constructed.

In 1926 a new cold storage unit was built, which is the latest addition made to the plant. This department, with 11,520 feet of floor space, has a capacity of more than one and a half million pounds.

H. L. MacWilliams, who enjoys an enviable reputation as a packinghouse man, is general manager of the plant. He is ably assisted by Al Smith, general superintendent.

Steady Growth.

From that small beginning 55 years ago in Leadville, the business has grown until today the company employs 500 persons. It buys livestock in Colorado and half a dozen adjoining states. Its direct trade area embraces a dozen states west of the Mississippi and shipments are made into every section of the United States.

Branch houses are maintained in El Paso, Tex.; Santa Fe, N. Mex.; Salt Lake City, Utah; and Trinidad, Montrose, Grand Junction and Colorado Spring, Colo.

The beef killing department has a capacity of 25 cattle per hour. The hog killing and pork cutting department each have a capacity of 300 hogs per hour. The former is said to

(Continued on page 53.)



A START THAT SPELLED PROSPERITY.

This is the original plant and force employed by Nuckolls Packing Company back in 1899 when Emmett Nuckolls, the founder, was still living.

Business and Government

News of governmental activities under the New Deal as they affect business and industry—especially the meat packing and allied industries.

Balanced Abundance

OUTLINING progress of the New Deal for agriculture, Secretary Wallace makes these points in his annual report to the President:

CROP ADJUSTMENTS.—End of emergency adjustments in agriculture is in sight. If the crop adjustment plan works, its outcome will be a period of "balanced abundance."

Answering critics of crop reduction and its possible effects in creating a food shortage, he declares that an "economics of scarcity" is to be avoided. Production adjustment contemplates reduction when needed, expansion when necessary.

Surpluses of corn and hogs—commodities of most vital interest to the meat industry—have been worked off. As markets improve, farmers must be in position to increase production of these commodities. The same is true of wheat.

It was never contemplated that crop reduction should be continued indefinitely. Such a course would raise prices temporarily, but would restrict consumption and create new farm competition both at home and abroad.

It is doubtful if agricultural income can be restored to parity merely by production control. Increased purchasing power of the industrial population is needed, and that means full employment.

EXPORT OUTLET.—The only alternative to crop control is recovery in agricultural exports. This can be accomplished only on a basis of reciprocal arrangements with other countries. We must buy from them if we want them to buy from us.

LIVESTOCK PRODUCTION CONTROL.—Lack of normal export outlet makes necessary larger reserves against crop failure and feed shortage. These reserves should remain in control of farmers. Through storage and government loan arrangements, with obligation to make continued crop adjustments, farmers would have the beginning of means to control livestock production.

PROCESSING TAXES.—If farm production is to be balanced, then processing taxes must continue. With nothing to take their place, farm production could not be balanced with market demand.

DISTRIBUTION COSTS.—Successful production adjustment means either higher prices to consumers or reduced distribution costs. So far, no one has

proposed a workable plan for general reduction of costs of transportation, processing and marketing. If there are possible alternatives to processing taxes, they should be given careful consideration.

AAA AMENDMENTS.—It is necessary to couple marketing agreements with licenses enforceable against "obstructing minorities." Whatever blocks enforcement of licenses blocks the purpose of marketing agreements. This is why amendments to the Agricultural Adjustment Act were sought at the last session of Congress, so that the Secretary's power might be more clearly

defined to enforce these marketing agreements "against the recalcitrant few."

NEW DROUGHT CATTLE PLANS.

A new plan for moving cattle from drought areas to areas where surpluses of feed are available is announced by the Agricultural Adjustment Administration. The plan is designed to assist producers in the Western cattle country in disposing of cattle which they cannot feed during the winter to farmers in other regions who have a surplus of feed and wish to purchase or feed cattle. The government will not buy or sell cattle under this plan, but will act merely as a clearing house of information to bring cattlemen and holders of feed together.

At the same time, officials stated that the total allotment of federal money to be spent in drought cattle purchases in the Western states had been definitely fixed at \$115,822,000, including purchases certified through No-

(Continued on page 34.)

Government Canned Meat Gets a Clean Bill of Health

LABORATORY food specialists and trained meat inspectors—including a specialist on canned meats—have returned a verdict of "wholesome" in favor of the relief meat distributed in Toledo, O., and vicinity, where suspicion was recently aroused because of a number of cases of illness among children.

Cats played an important part in checking up the evidence, because they are dainty eaters and have been found the most effective test animals in food cases of this type. Local authorities had used mice in making preliminary

tests, and on the basis of their results had issued a statement that the meat was bad. Mice, say the federal authorities, are not as dependable as cats for testing meat. Cats usually refuse even slightly spoiled meat, but if they do eat bad meat their reactions are immediate and unmistakable.

When a representative of the Toledo Department of Health questioned the wholesomeness of the canned beef being distributed in the city because of a noticeable number of digestive disturbances among children in two of the city schools, the Department of Agriculture at Washington immediately ordered a meat inspector from Detroit and a food and drug inspector from Cincinnati to make a first-hand study of the situation and to send in samples of the meat for analysis.

Canned Meats Thoroughly Tested.

The reports, which show no evidence whatever of spoiled meat, are based upon physical examination of large numbers of cans of the meat from the same lot that had been distributed in this section and upon laboratory tests of many sample cans. Other bacteriological laboratories have been studying the cases and their findings are said to be in accord with those reported by the Department of Agriculture. As a result, Dr. John R. Mohler, Chief of the U. S. Bureau of Animal Industry, is notifying the Federal Surplus Relief Corporation that "the cases of illness alleged to have followed eating of the canned beef were not caused by any fault in preparation and packing, and the product now on hand at Toledo is

(Continued on page 46.)

Business Men's PROSPERITY SURVEY

HERE'S a chance to give voice to your own ideas as to which national policies you believe most likely to speed recovery in your line of business.

BALLOTS like this are being published this month in many business papers affiliated with The Associated Business Papers, Inc.—reaching virtually all key men in every line of industry, trade and profession throughout the nation.

BUSINESS men, nationally, may appreciate an opportunity to express their convictions to a strictly non-partisan and impartial body—with the assurance that by so doing, business views will be presented effectively to the political, banking, industrial, business and labor leaders of the country.

QUESTIONS on the economic ballot below are prefaced with "In your line of business" to make possible an industry-by-industry study, as well as a consensus of business opinion in all fields of industry—so let our industry be well represented in the responses.

----- ECONOMIC BALLOT -----

Check your convictions, sign, clip and mail this ballot.

1. As regards the possibility of Congress adopting a universal thirty-hour work week, do you favor such legislation? Yes () No (); and if so on the basis of () continuation of existing weekly wages, or () continuation of existing hourly rates of pay.
2. In your line of business are you satisfied with enforcement of maximum hours and minimum wage provisions now in effect? Yes () No ()
3. In your line of business is there obtainable ample **WORKING** capital—from banks? Yes () No (); from government agencies? Yes () No ()
4. In your line of business is there obtainable ample **INVESTMENT** capital—from banks? Yes () No (); from government agencies? Yes () No ()
5. In your line of business do you favor limitation of industrial output—by government control? Yes () No (); by industry control? Yes () No ()
6. In your line of business do you favor a plan for control of prices—by a code provision establishing price fixing? Yes () No (); by a code provision establishing an open price plan? Yes () No ()
7. In your line of business do you think that government measures now in effect are **HELPING** small and medium sized enterprises? Yes () No (); hurting such enterprises? Yes () No ()

Signed.....

Firm.....

Business.....

**Please return this ballot to
THE NATIONAL PROVISIONER
407 So. Dearborn St., Chicago, Ill.**

Member Associated Business Papers, Inc., which is cooperating in this BUSINESS MEN'S PROSPERITY SURVEY with the National Conference of Business Paper Editors.

Practical Points for the Trade

All-Purpose Bockwurst

Bockwurst is becoming a popular cool weather sausage instead of a purely seasonal product to be used only when bock beer is available. One sausage manufacturer says:

Editor The National Provisioner:

I find that people in my city are using bockwurst a lot for regular meals as well as for a party specialty. Also that it is not necessary to serve beer with this product as we used to think. Please tell me a good way to make this sausage.

Bockwurst is a German style sausage and was formerly designed for use in the spring of the year when bock beer is plentiful. Now it has graduated into a party specialty, even for afternoon or evening bridge parties, for Dutch lunches or for the meat portion of any luncheon, dinner or supper. The sausage may be served with sauerkraut, with baked apples, in tomato sauce, with fried apples, or it may be cooked in a casserole with potatoes. It is finding wide usage and is being sold quite extensively throughout the cooler periods of the year. It is highly perishable and rather difficult to handle in hot weather, unless manufacture can be adjusted to trade demand so that the product moves rapidly.

There are a number of different formulas for the preparation of this product. One that makes a very nice sausage is as follows:

50 lbs. fresh veal
50 lbs. fresh regular pork trimmings.

Chop the veal fine with ice. Do not use water. Grind the pork trimmings through the fine plate. Add ice after the pork is put in the chopper.

Then add the necessary amount of salt to season and the following seasoning ingredients:

8 oz. sugar
3/4 oz. powdered sage
7 oz. white pepper
3/4 oz. thyme
1/2 oz. cardamom
3 lbs. onions, preferably green
3 bunches of chopped parsley.

To the above meat and seasoning mixture add 3 lbs. dry milk.

The seasoning is added in the mixer, but the machine should not be allowed to revolve more than twice after the parsley is added if it is to be distinguishable.

This product is stuffed in wide sheep casings, the size of regular wieners. It is highly perishable and should not be kept on hand. Keep it just above the freezing point so that it will not turn gray.

Another Formula.

Another good formula which makes a highly perishable product is as follows:



35 lbs. boneless veal
65 lbs. reasonably lean pork trimmings.

The trimmings should run about 65 per cent lean and 35 per cent fat. They should be frozen at least 20 days at a temperature which is not higher than 5 degs. F.

Enough salt is added to season the product, and in addition the following ingredients:

6 oz. ground white pepper
4 oz. granulated sugar
1 1/2 oz. ground mace
1 oz. ground cloves
1 teaspoon lemon extract
8 oz. chives.

There is also added

1 doz. raw eggs
1 gal. cold milk.

Smoked Meat Tests

Do you know what your smoked meats cost you, wrapped and packed and ready to ship?

Have you an accurate method of figuring your cost, all the way from the loose cured meats to the finished product? Do you figure in everything, including shrinkage, labor, operating costs, supplies, etc.?

In figuring smoked cost from cured do you divide price by yield, or multiply by shrink? One way is wrong and will cost you money.

The article which ran in THE NATIONAL PROVISIONER on "Short Form Smoked Meat Tests" has been reprinted and may be had by subscribers by sending in the attached coupon, together with a 10c stamp.

The National Provisioner,
Old Colony Bldg., Chicago, Ill.

Please send me reprint on "Short Form Smoked Meat Tests." I am a subscriber to THE NATIONAL PROVISIONER.

Name.....

Street.....

City.....

Enclosed find 10-cent stamp.

Grind the veal and pork through the 1/4 in. plate, then put in the silent cutter for about one minute and add the pork trimmings. Chop all together for about 2 minutes additional. The pork trimmings must not be chopped so fine that they will render to grease. The consistency of the product should be about the same as for high grade frankfurters.

Add the eggs and cold milk in the silent cutting machine as well as the seasoning.

Stuff in sheep casings. This product is neither smoked nor cooked. It must be sold in a strictly fresh condition and it is highly perishable.

This formula should be used in making a product only on order.

Smokehouse Layout

Some change in smokehouse arrangement is desired by a sausage and meat specialty manufacturer who says:

Editor The National Provisioner:

We want to make some changes in our smokehouse, particularly in the piping of the gas and air lines. The floor of the house slants slightly, somewhat like the letter "V." In the center, close to the floor, is the air line with the gas pipe directly above it. Both are large pipes running the entire length of the house. There is no circulating feature other than a large fan at the top of the smoke stack, used to extract excess smoke. Only one floor of the house is used and the firing is done from below.

This inquirer does not state just what the objection to his present smokehouse is or the conditions he wants to improve.

Few smokehouses are equipped with fans to draw off excess smoke. The fact that this company finds one necessary would seem to indicate that the smoke vent is not high enough or that buildings interfere with the draft. The vents should be high enough to provide natural draft and should be equipped with dampers so that smoke density can be controlled.

There seems to be no advantage to the sloping floor of the fire pit. The practice in most plants is to equip smokehouses with steam coils to provide heat and to use gas to smolder sawdust and provide smoke. It is desirable that the steam coils be equipped with an automatic temperature controlling device. Such an arrangement permits close control of smokehouse conditions and enables the production of smoked meats and sausage of more uniform quality.

Cross section of a good practical smokehouse and description of construction of such a house has been prepared by THE NATIONAL PROVISIONER. Subscribers can secure copy by sending 10c in stamps with request to THE NATIONAL PROVISIONER, 407 So. Dearborn st., Chicago.

Do you use this page to get your questions answered?

The National Provisioner

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How to Make Mincemeat

The mincemeat season is at hand, but mincemeat like fruit cake is often made many months in advance of its use, or it may be made up and held only a comparatively short time. A packer asks for information for use in the preparation of a quality mincemeat in 100 lb. lots. He says:

Editor The National Provisioner:

We have some mincemeat on hand which we made some time ago and put aside to age. This is now ready for the trade. In making up new lots we would like another recipe. Could you give us one for a quality mince meat in 100 lb. batches?

For approximately a 100 lb. batch of mincemeat, the following formula with directions may be used.

Grind 9 lbs. cooked corned beef through the 3/16-in. plate, and 9 lbs. peeled beef suet. Dip the suet in cold water and pass it through the 3/16-in. plate, cut in small pieces, preventing it from clogging the grinder. Fresh beef can be used, but the cured beef has better keeping quality.

10 lbs. chopped apples	2 lbs. lemon peel
(good 1 1/4 lbs. ginger)	10 lbs. dark brown
10 lbs. seedless raisins	5 oz. ground cinnamon
10 lbs. currants	namon
12 lbs. seeded raisins	3 oz. ground cloves
10 lbs. Smyrna figs	3 oz. ground mace
well chopped	1/2 oz. ground cardamom
3 lbs. orange peel	1 qt. brandy
5 to 7 lbs. citron	1 qt. cherry wine
4 lbs. chopped	1 to 2 qts. alcohol
almonds (optional)	8 oz. salt
	2 gals. cider

Some manufacturers are accustomed to add black molasses, known as sugarhouse molasses, to mincemeat, both to the dry brick type and the soft barrel product. This is unnecessary and is likely to change the flavor of the product from time to time as it does not run uniform. Where one barrel might be fairly good, the next shipment of black molasses might contain too much acid, and when used in mincemeat it often gives the product a tobacco taste after it has stood for some time. Dark brown sugar is more practical and will never cause the manufacturer trouble.

Bring two gallons of water to a boil and add 4 lbs. corn starch and 2 lbs. tapioca flour, dissolved in a gallon of cold water. Allow this to come to a boil. Then add raisins and currants, brown sugar and the 2 gals. of cider. Allow all to come to a boil after which add the orange, lemon peel and citron. Allow the mixture to come to a boil again and last of all add the brandy, sherry wine, alcohol and chopped apples. The sherry and brandy may be eliminated by use of brandy and sherry flavor but these materials produce as fine mincemeat as can be had.

Any mincemeat should be sealed in pails or tierces and allowed to stand at least 3 months before it is used, and it is further improved by leaving it for one year, which is common practice.

Recent Patents

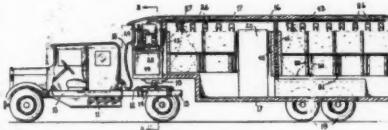
New devices relating to the meat and allied industries on which patents have been granted by the U. S. Patent Office are described in this column.

Meat Cubing Machine.

Joseph P. Spang, Quincy, Mass. This machine has a table supporting the meat and a gang of knives moving across the table to slit the meat. A rocking hold-down and stripper engage the meat during the operation, the latter in no way coming in contact with the meat. Granted June 26, 1934. No. 1,964,089.

Traveling Refrigerator.

Isaac J. Clark, Denver, Colo. This refrigerator is in combination with a truck having an engine, a generator, an electrical storage battery in electrical communication with the generator and a towing platform provided with a pivot which is joined to the trailer refrigerator car. The refrigerator is provided with insulated compartments for the storage of perishable merchandise during transit, refrigerating means carried by the trailer including a direct current motor. Also an electrical conduit for the motor adapted to be placed in electrical communication with the battery of the



truck for driving the motor and refrigerating the compartments. The conduit is of flexible construction to permit pivotal swinging movements of the truck. An adaptor on the trailer permits changing alternating current into direct current. The adaptor is so connected to the motor and to an electrical socket on the exterior of the trailer that when alternating current is applied to the electrical socket and the trailer is disconnected from the truck, the direct current motor will be actuated and the insulated compartments of the trailer will be refrigerated. Granted July 10, 1934. No. 1,966,164.

Manufacture of Sausages.

Charles H. Vogt, Philadelphia, Pa. A membrane is formed on a comminuted meat mixture molded in the form of a sausage by subjecting the sausage to a temperature of 120 degs. F. or less to form a relatively tender membrane externally. The temperature is then increased to about 170 degs. F. to toughen the membranes. Granted June 26, 1934. No. 1,964,010.

Margarin Process.

James W. Conway and Armand May, Atlanta, Ga., assignors to American Lecithin Corporation, Atlanta, Ga. A

mixture of ripened milk material and margarin fats are churned together. At any stage of the process a mixture of dried milk material and lecithin is added, whereby a large part of the lecithin so added is taken up and held by the margarin. Granted July 3, 1934. No. 1,965,490.

Refrigerator Car.

Otto Luhr, Chicago, Ill., assignor to Anna Eisemann, Chicago, Ill. This refrigerator car has a main payload compartment and a separate refrigerating chamber with ingress and egress openings between for air circulation, combined with thermostatically governed means for closing one of the openings to restrain the circulation of chilled air below a predetermined temperature. The means for positively circulating air within the compartment includes a duct having an intake adjacent to one of the openings and a fan. There is thermostatic control independent of the first named thermostatic means, governing the operation of the heating means. The energy for both actuating the fan and giving necessary heat is derived from the movement of the car. The thermostatic means governing the heating means is set to cut in the heating means at a temperature below that at which the first mentioned thermostatically governed means operates to close one of the openings. Granted May 22, 1934. No. 1,959,681.

Sausage-Linking Machine.

Parker A. Jacobson, Winona, Minn. This apparatus is comprised of a pair of rock-shafts with upright arms on the rock-shafts. A pair of cooperating twisting belts are mounted on the arms for opening and closing movements under the action of the rock-shafts, yielding means normally holding the rock-shafts in a position in which the belts are closed. There are positive means for operating the rock-shafts to open the belts, a pair of cooperating spacers and squeezers mounted for opening and closing movements, other yielding means normally holding the spacers and squeezers closed with freedom for opening movement with respect to the opening movement of the belts. The arms are constructed and arranged to open the spacers and squeezers when operated to open the twisting belts and to control the closing movement of the spacers and squeezers by the respective yielding means. Granted July 17, 1934. No. 1,960,964.

Meat Slitting Machine.

Joseph P. Spang, Quincy, Mass. This machine has a gang of rotary knives and a feed roll for feeding the meat past the knives. The feed roll and the knives are both rotated. A turntable on the delivery side of the knives receives the meat after it is slit. The turntable is rotatable about a fixed axis with automatic means to give it a quarter revolution at each forward operation of the feed roll. Granted June 26, 1934. No. 1,964,092.

WILSON'S INSULATION for Modern

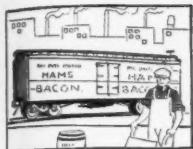
Transportation



Specifications for modern transportation are demanding insulation that will adequately protect the payload under all circumstances. Nature's own insulation in the form of Haircraft, Hairbestos and Naturzone insulation is proving to be the answer to the insulating engineer's problem. Haircraft is the blanket type insulation for coolers and refrigerated trucks. Hairbestos is the fire-resisting blanket type for all purposes. Naturzone is the board form in standard sizes, for use where a rigid material is required. Specify nature's own insulation for your protection.

INSULATION DIVISION WILSON & CO.
4100 S. ASHLAND AVE., CHICAGO
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hairbestos
haircraft
naturzone



REFRIGERATION

and Frozen Foods



Plant Cooling Notes

For the Meat Employee Who Is Interested in Refrigeration.

Unit Type Coolers

By ROBT. S. WHEATON.

An important development in the refrigeration industry, applicable in meat packing and sausage manufacturing plants, is the so-called unit type of cooler and air conditioner. This equipment not only supplies refrigeration required, but also maintains in room or cooler the desired relative humidity.

Original design of these units was a steel shell inclosing a refrigerating coil. A fan or blower was provided for circulating air over the coil and discharging it into the room. Present designs, while varying considerably in style and sizes, follow closely the original design.

The heating engineer made use of the idea before the refrigerating engineer adapted it in unit form, although pipe bunkers of permanent construction fitted with blowers and air duct systems have been used in refrigeration work for many years.

While these air coolers and conditioners are not as a rule suitable for producing below-freezing temperatures, yet they possess a number of advantages over prior methods in locations where this method of refrigeration is suitable. Among these advantages of unit heaters may be mentioned the following:

Advantages of Unit Type.

1—Construction cost of overhead pipe coil bunkers is eliminated, which in turn permits a lower room ceiling and consequently lower building construction costs.

2—Unit heaters are very compact and relatively easy to install.

3—Positive air circulation obtained with the fan or blower insures an even distribution of refrigeration throughout the room or cooler. It must not be thought, however, that this forced circulation of air is objectionable to workers in the room, as the circulation can be controlled to suit the needs.

4—A most important advantage is that by means of air ducts outside air can be brought into the room to maintain the quality of the air inside. In winter cold outside air mixed with recirculated air in the room, often furnishes enough refrigeration to permit the mechanical refrigeration to be shut off, with a consequent saving in power. There are cases on record where unit coolers equipped with air ducts in the

manner described did not operate five times in three months.

5—By being able to control the relative humidity in the room, no matter how the refrigerating load varies, shrinkage of meat products is reduced.

Very satisfactory results were obtained with a unit cooler in a sausage cooler where the temperature was maintained automatically at 40 to 42 degs. Fahr. and the relative humidity at 80 to 85 per cent. In this particular installation a simple but most effective system of air ducts fitted with automatic dampers was used.

Results in Sausage Room.

Manufacturers of air conditioning equipment are developing some very interesting equipment. New grills, for instance, introduce air into the room in what might be called a stratified manner, the air as it is brought into the room staying near the ceiling until the entrance velocity is expended, when it sinks to the floor.

An air speed of 100 ft. per minute is not objectionable to people at work, although it would be to people at rest. For these latter an air speed of 30 to 40 feet per minute is satisfactory. The air speeds just given are not the same as the speed out of the grill. If the air speed out of the grill is divided by 20 a close approximation of the penetration of the air stream into the room may be obtained. For instance, at a speed of 500 feet per minute, the air stream would penetrate into the room a distance of 25 feet.

REFRIGERATION NOTES.

A. Rubinovitz, 12 Ferry st., Boston, Mass., will remodel his packing house and build a \$40,000 addition, including coolers.

Paul Murray has erected an addition to his meat packing plant in Plainwell, Mich., with improvements in refrigeration.

The Laclede Packing Co., St. Louis, Mo., has let a contract for erection of an addition to packing plant to include some refrigeration.

The Lewis Packing Co., Omaha, Nebr., has purchased the Higgins packing plant and will remodel and place new refrigeration and other equipment.

H. G. Juet of Greenville, N. C., has acquired a 15-acre tract with buildings at Ayden, N. C., which he will remodel for a cold storage plant.

The Coastal Public Service Co. is enlarging its cold storage plant to a 100-ton capacity.

The Burnett Cold Storage plant on Johnson st., Greenville, Tex., is to be enlarged.

MEAT INDUSTRY ACTIVITIES.

Wilson & Co. is erecting a new poultry dressing plant at McAlester, Okla.

Home Packing Co., Ann Arbor, Mich., has increased capitalization to \$10,000.

The City Commission is planning construction of an abattoir in McComb, Miss.

The plant of the Warner Bros. Packing Co., Fostoria, Ohio, has been destroyed by fire.

The abattoir of West and Florea, North Main st., London, Ohio, has been destroyed by fire.

Carstens Packing Co., Spokane, Wash., is erecting an addition to cost approximately \$5,000.

Glaser Provision Co., 5036 S. 26th st., Omaha, Neb., is contemplating extensive remodeling of its plant.

Meat Dealers Rendering Co., Philadelphia, Pa., is contemplating the erection of a new rendering plant.

Plans have been filed for alterations to the plant of the Majestic Provision Co., 207-211 Lewis st., New York City.

Jacob Bauer's Sons Co., 2870 Massachusetts ave., Cincinnati, has applied for permit to erect an addition to killing floor.

Schultz Sausage & Provision Co., 4169 Lowe ave., Chicago, Ill., has increased capital stock from 400 to 1,000 no-par-value stock.

Joseph Krummel, Vevay, Ind., is contemplating erection of a one-story and basement slaughter house, concrete and steel construction.

The city of Memphis, Tenn., is contemplating erection of a \$150,000 public abattoir. According to present plans bids will be accepted early in 1935.

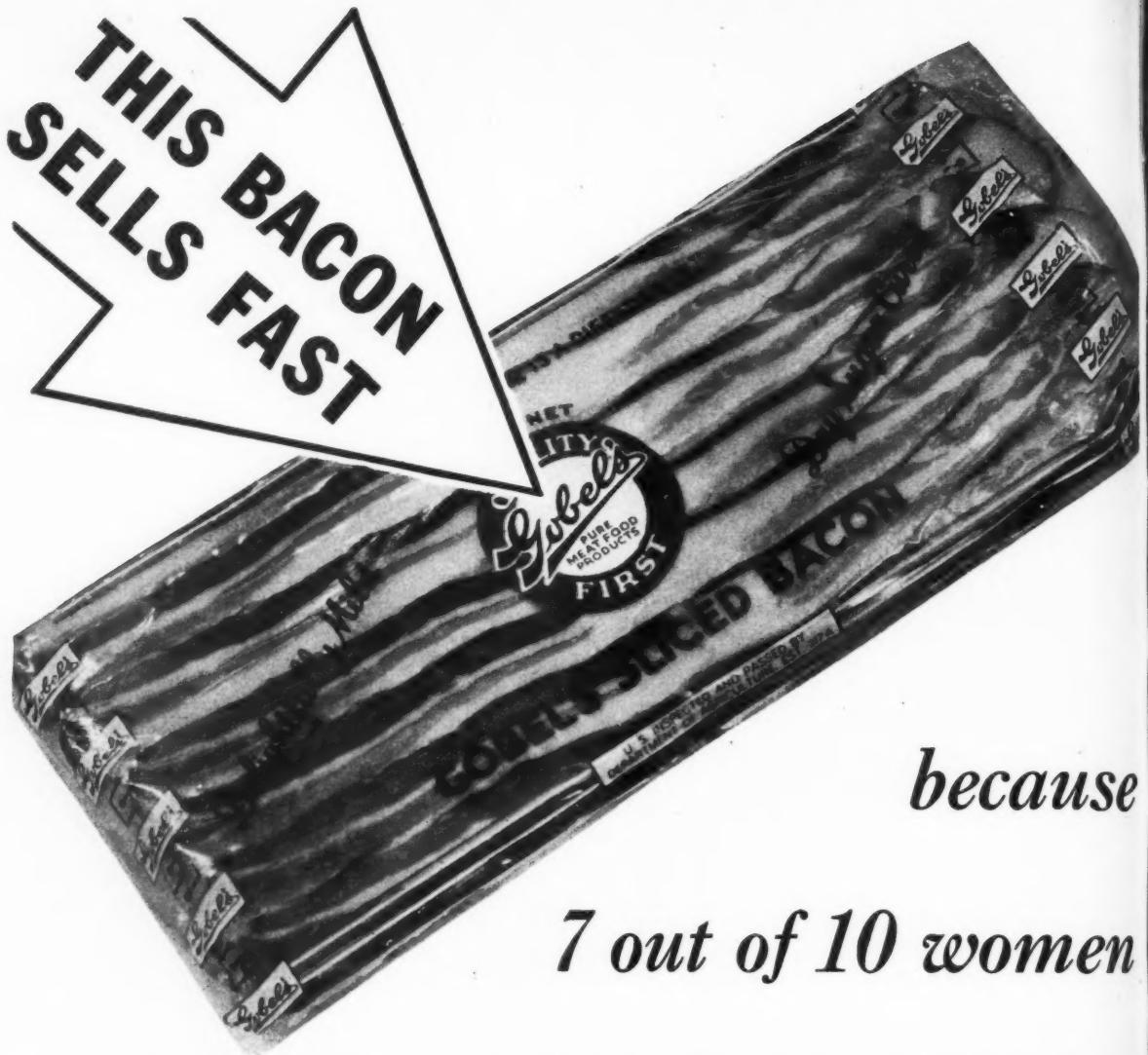
Economy Packing Co., Inc., 4748 S. State st., Chicago, Ill., has increased its capitalization to 350 shares of par value Class 1 stock and 1400 shares of no-par-value stock.

J. H. Crawford, FERA project supervisor, has submitted a proposal to the city of Spartanburg, S. C., for establishment of an abattoir to cost approximately \$10,000.

Plans have been completed for erection of a \$60,000 addition to the Rosenthal Packing Co. plant at Dallas, Texas. Plant will be completely equipped for hog and beef slaughtering.

HOG REFRIGERATION.

Chilling hogs is one of the most important things connected with curing. Have your men read the "do's" and the "don'ts" in "PORK PACKING." The National Provisioner's latest revision of "The Packers' Encyclopedia."



PREFER A TRANSPARENT WRAP

Adolf Gobel Packing Company have taken advantage of the facts brought out by consumer surveys among housewives. They offer Gobel's Sliced Bacon in Cellophane transparent wrapping, because 71 per cent of the women who buy bacon *want to see what they buy*.

Result: A lot of women shoppers are attracted by Gobel's bacon and carry it home to hungry families. And these same shoppers know what to ask for next time because the Gobel name is attractively printed on the Cellophane package.

No wonder Gobel's Sliced Bacon is selling so fast!

Cellophane

TRADE MARK
"Cellophane" is the registered trade-mark of the
Du Pont Cellophane Co., Inc.



PACKAGE HELP FOR PACKERS

Our Field Representative is always at your service to suggest package ideas and ways to merchandise those packages. Write to Du Pont Cellophane Co., Inc., 350 Fifth Ave., New York City.

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A Page for the Packer Salesman



Opening New Accounts

Convincing Solicitations Built Around Particular Products Get Best Results

The packer salesman has many problems, not the least of which is to maintain his volume, to say nothing of increasing his number of accounts.

Yet he is expected, and will desire, to add regularly a reasonable number of new customers to his list. How can he do this?

Perhaps most packer salesmen have worked out a definite procedure when soliciting new business. Nevertheless, there is always the possibility that the experience of the other fellow may hold something of value.

Maintaining Volume.

In the following letter a packer salesman tells the general method with which he has had good results on new accounts. He writes:

Editor THE NATIONAL PROVISIONER:

Regardless of a packer salesman's abilities, he will lose an account now and then, for many of the causes of such losses are beyond his control. The credit situation, deaths, changes in business ownership, retirements, dissatisfaction, lower prices offered by a competitor—all these cut into every salesman's list of dealers to whom he sells.

Customer losses will vary in different sections of the country and among salesmen. It has been my observation over many years that the average losses probably will run in the neighborhood of 5 or 6 per cent every 90 days.

This means that for every 100 customers a packer salesman is serving he will have to secure from 5 to 6 new ones every three months—merely to hold his own.

Getting New Customers.

Opening new accounts is probably the average packer salesman's most difficult job.

In some cases this is true because the individual salesmen prefer to call on acquaintances than on strangers. In other instances there has not been developed a persistent habit of soliciting new accounts. Among a third class of salesmen new accounts are very difficult to secure because there has not been worked out a logical and convincing solicitation to bring the outsider into the fold.

Few dealers will open an account with a packer with whom they formerly did not do business unless there is an apparent advantage in doing so. If a re-

tailer feels he is being treated fairly by the packer from whom he is buying and the products are satisfactory, he will not be very receptive to suggestions that he try out a new source of supplies.

Salesman Must Make First Move.

But if the packer salesman were to wait for some unusual happening to send a new customer to him, it is certain his account losses would greatly outnumber his customer gains. Therefore, he must take the initiative and go to the retailer with a selling argument that has more force behind it than merely a plea for business.

In this connection I find it helpful to bear in mind that *every retailer is in business for one purpose—to make money*. Therefore, when attempting to open a new account I stress the popularity with consumers and the money-making possibilities of a particular product, generally one not offered by competing salesmen from whom the dealer buys.

Points to Emphasize.

If a concern is advertising a particular product, it generally is a worthwhile one to talk about when soliciting a prospect. Most retailers appreciate the value of consumer demand, and usually like to display prominently and feature those identified products that are being brought prominently to consumer attention.



BEAUTY AS MEAT SALESMAN.

Dorothy LeFold, beauty contest winner at the 1934 World's Fair at Chicago, studied domestic science at the University of Chicago and specialized in meats. She is now supervising cooking demonstrations for Wilson & Co. and is a regular member of the sales force. She is shown here making a sale to Warren Novinen, head of the meat department of the Boston Store, Chicago.

If the salesman has no exclusive or well-advertised products to talk about, he can pick out one product in an attractive container or possessing superior quality or appearance to offer to the dealer. Sometimes a line of products—such as canned meats, provided the retailer does not stock them—will arouse interest to the buying pitch. Seldom will general pleas for business or arguments on quality, service or price secure as good results as logical, convincing merchandising solicitations built around specific products.

After the sale for one product or a line of products has been made, then it is up to the salesman to cultivate the account. This he can do by being helpful to the retailer, aiding him to sell more meats, suggesting good advertising and merchandising stunts, and otherwise maintaining the dealer's interest in him and his products.

Very truly,

PACKER SALESMAN.

HOLIDAY SALES.

The holiday season offers an opportunity for the packer salesman to move an extra tonnage of meat through the use of special displays in the store.

Sometimes a concrete suggestion to a retailer will be sufficient to cause him to go to a little extra effort in this direction. In other cases the salesman may have to take the initiative, and so far as he is able and has the time, build displays that will call attention to products he and the particular retailers wish to push.

One packer salesman last year, previous to the holiday season, did an unusual business in canned meats and specialties through the use of simple aisle displays. These were built on decorated tables or boxes and placed in locations where housewives entering the stores could not fail to see them. Appropriate Christmas signs calling attention to the convenience of a few cans of quality meats were used as eye catchers and interest arousers.

SALES INSURANCE.

The better a dealer understands a new product the more he will push it with his customers. It is, therefore, poor business to sell a dealer for the first time and leave him and his clerks up in the air regarding the product's selling points.

The packer salesman can sell a store only as much as consumers will carry out of it. Thoroughly acquainting the selling force of a store with the merits of the product is good insurance against failure to sell orders of the same products on subsequent calls.

Is Packaging only a beauty show?



FOOD PROTECTION PAPERS

KALAMAZOO VEGETABLE PARCHMENT COMPANY
PARCHMENT (Kalamazoo County) MICHIGAN

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The National Provisioner

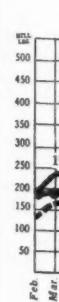
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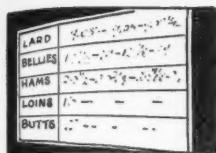
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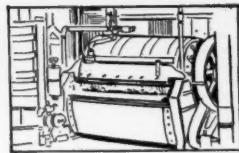
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Provisions and Lard

Weekly Market Review



Trade Quieter—Market About Steady—Lard Stocks Reported Increasing—Some Letup in Hog Runs—Cash Trade Moderate—Hogs Steady—Grain Setback Factor.

Market for hog products the past week was less active than of late, and prices backed and filled with the tone about steady although values were not off materially from the best levels of the season. The liberal hog marketings of late and gossip relative to increasing lard stocks at Chicago, had a disturbing influence for a time as did a setback in the grain markets but at no time was there any excessive pressure on futures. Reports from cash circles were none too optimistic although a fair trade was reported passing.

Receipts of hogs at western packing points last week totaled 672,000 head, against 453,000 head the previous week, and 495,500 head the same week last year.

The average weight of hogs received at Chicago last week was 216 lbs. against 213 lbs. the previous week, 229 lbs. a year ago and 232 lbs. two years ago.

There was nothing particularly new

in the export trade with demand small and routine and with exchange rates holding about the recent levels. The outward movement of product however compared to last year continued small, especially that of lard. Official exports of lard for the week ended December 1 totaled 3,411,000 lbs. against 8,554,000 lbs. the same week last year, making exports Jan. 1 to Dec. 1 this year, 419,688,000 lbs. against 526,002,000 lbs. the same time last year. Exports of hams and shoulders for the week were 970,000 lbs. against 633,000 lbs. last year, bacon 638,000 lbs. against 1,163,000 lbs. a year ago, and pickled pork 69,000 lbs. against 70,000 lbs. a year ago.

Of the week's exports of 3,411,000 lbs., England took 2,270,000 lbs., Germany 190,000 lbs., Cuba 280,000 lbs. and other countries 671,000 lbs. The United Kingdom so far this year has taken more lard than the previous year, the total being 271,379,000 lbs. against 266,867,000 lbs. last year. Loss of the German trade has been a vital factor, however, Germany taking 25,727,000 lbs. so far this year, compared with 118,742,000 lbs. the same time last year. The Netherlands show a material drop taking 9,420,000 lbs. against 37,014,000

lbs. last year, and other European countries 22,218,000 lbs. against 36,077,000 lbs. last year. Cuba, on the other hand, has taken 24,154,000 lbs. of lard to December 1, against 9,729,000 lbs. the same time in 1933.

PORK—Demand was fair and the market steady and unchanged at New York with mess quoted at \$23.00 per barrel, family \$19.00 per barrel and fat backs \$17.25 to \$19.00 per barrel.

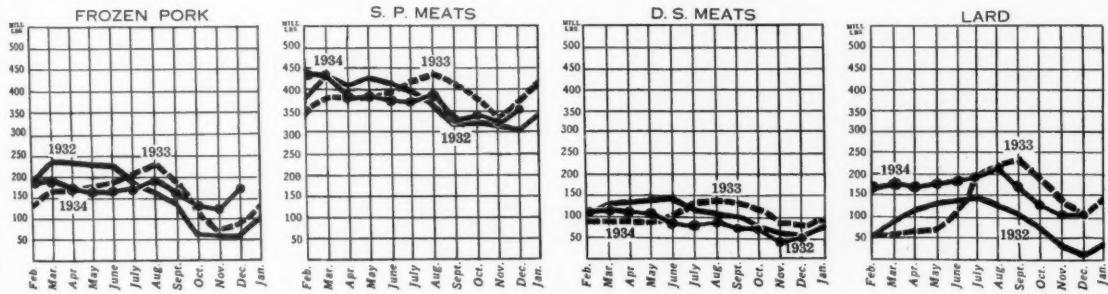
LARD—Demand was fair at New York and the market rather firm with prime western quoted (less drawback) at 9.65@9.75c, middle western 9.65@9.75c, city 9@9½c, tubs 12c, refined Continent 9¾c, South America 9¾c, Brazil kegs 10c, compound in car lots for export 12½c, smaller lots 12¾c, domestic 1¾c more. At Chicago, regular lard in round lots was quoted at January price, loose lard at 65c under January and leaf lard at 60c under January.

(See page 41 for later markets.)

BEEF—Demand was fair and the market rather firm at New York with mess nominal; packer nominal; family \$19.00@20.00 per barrel, extra India mess nominal.

STORAGE STOCKS OF PORK AND LARD

IN THE UNITED STATES—U. S. GOVERNMENT REPORT



THE NATIONAL PROVISIONER CHART SERVICE—COPYRIGHT 1934 BY THE NATIONAL PROVISIONER INC

This chart in THE NATIONAL PROVISIONER MARKET SERVICE series shows the trend of storage stock accumulations of meats and lard in the United States on December 1 and for the balance of 1934 compared with the trends of one and two years ago.

Hog runs have been heavy, although the quality and average weight has been unsatisfactory. Because of light weight of these hogs lard production has been limited, as has the output of the heavier averages of all joints, bellies and dry salt meats. Accumulations increased during November, due in a large measure to a lack of disposition on the part of packers to sell, and a recognition of the need to protect

themselves against future shortage in raw material supplies. The general position of both meat cuts and lard appears to be strong, in spite of the fact that accumulations are considerably in excess of the average of the past five years on December 1.

Frozen Pork.—About 30 million pounds more pork went into the freezer during November than in the same month a year ago and the quantity on hand on December 1 was about double that of the five-year-average on that date. This accumulation has taken place, not because of inability to move product but because of a recognition of

need for protection of future trade. Packers' ideas of freezing limits of loins have been considerably stronger than in previous years, and not only large quantities of light loins but of joints and bellies have contributed to the total of freezer stocks.

S. P. Meats.—Stocks of pickled meats showed some accumulation during the month which is normally a period of accumulation. They are well above the five-year average on December 1. Carlot trade on this class of meats has been dull on the light and medium weights and offerings are at list prices but they are not pressing on the mar-

ket. Producers have shown a willingness to accumulate. In the case of certain cuts, accumulation is very light. For example, prospects are that supplies of heavy skinned hams for boiling purposes will be the lightest on record, due to the shortage of heavy hogs during the fall and prospects for a continued shortage in the winter packing season.

D. S. Meats.—A slight increase in stocks of dry salt meats is apparent during November but supplies on hand are well under the five-year-average on December 1. About the same quantity went into cure during November as in the like period of 1933. In spite of the accumulation there has been some price advance and bellies are still selling at about 2 1/4c per pound over fresh pork loins. There is good consumer buying of these meats, production is light and packers are showing a disposition not to reduce their stocks at this time.

Lard.—Lard stocks show little change from those of a year ago and are nearly double the five-year-average of December 1. Domestic trade in lard is very good, production is low and there is little disposition to reduce stocks on hand at any sacrifice in price. With the feed shortage apparent and the prospects that hogs this year will produce considerably less lard than in previous years, it is believed that a need will be present for every pound of lard on hand or that can be produced.

STOCKS IN COLD STORAGE.

Stocks of meat and lard on hand in the United States on Dec. 1, 1934, and those of one and two years ago, as shown in the accompanying chart are reported as follows:

	1932.	1933.	1934.
	Frozen pork. Lbs. (000 omitted.)	S. P. pork. Lbs. (000 omitted.)	D. S. pork. Lard. Lbs. (000 omitted.)
Jan. 1	141,468	333,018	84,916
Feb. 1	187,075	383,411	103,892
Mar. 1	244,151	445,246	122,902
Apr. 1	248,200	420,966	124,969
May 1	239,745	430,266	127,857
June 1	224,778	436,413	127,601
July 1	196,065	414,372	120,743
Aug. 1	159,055	372,787	111,210
Sept. 1	121,114	347,941	109,428
Oct. 1	78,561	327,622	91,168
Nov. 1	59,844	306,758	65,561
Dec. 1	62,294	294,590	40,285

	1932.	1933.	1934.
	Frozen pork. Lbs. (000 omitted.)	S. P. pork. Lbs. (000 omitted.)	D. S. pork. Lard. Lbs. (000 omitted.)
Jan. 1	102,648	322,220	69,190
Feb. 1	143,085	350,114	81,885
Mar. 1	153,881	368,592	86,848
Apr. 1	153,096	369,925	87,117
May 1	165,875	374,735	89,063
June 1	175,727	388,000	104,228
July 1	122,770	415,861	131,218
Aug. 1	225,840	430,900	186,941
Sept. 1	128,822	314,222	144,000
Oct. 1	128,497	374,320	126,148
Nov. 1	75,469	324,962	92,633
Dec. 1	81,722	361,853	81,186

	1932.	1933.	1934.
	Frozen pork. Lbs. (000 omitted.)	S. P. pork. Lbs. (000 omitted.)	D. S. pork. Lard. Lbs. (000 omitted.)
Jan. 1	129,763	402,632	97,301
Feb. 1	177,292	442,438	110,674
Mar. 1	184,536	438,069	113,298
Apr. 1	167,436	381,248	108,538
May 1	165,772	381,633	107,919
June 1	166,130	376,631	98,294
July 1	167,463	369,293	91,209
Aug. 1	151,444	319,505	81,727
Sept. 1	151,849	320,379	83,752
Oct. 1	130,235	335,219	88,749
Nov. 1	123,677	330,378	50,682
Dec. 1	158,034	359,473	52,155

AVERAGE HOG WEIGHTS LIGHT.

Scarcity and high price of feed resulted in the marketing of hogs during November, believed to be among the lightest for this period of the year in the history of the business. Weights ranged from 7 to 52 lbs. lighter than a year ago. Average weights at the principal markets with comparisons were as follows:

	Nov. '34	Oct. '34	Nov. '33
	lbs.	lbs.	lbs.
Chicago	215	228	241
Omaha	207	227	262
Kansas City	183	186	219
St. Paul	204	208	211
St. Joseph	203	217	230
St. Louis	212	207	213
Sioux City	207	235	245

HOG WEIGHTS AND COSTS.

Average weight and cost of hogs purchased at 10 principal public markets during October, 1934, are reported as follows:

	Oct. 1934		Sept. 1934	
	Wt. Lbs.	Cost Per Cwt.	Wt. Lbs.	Cost Per Cwt.
Chicago	228	\$5.60	245	\$6.82
Denver	219	5.24	226	6.22
East St. Louis	207	5.56	216	6.83
Fort Worth	212	5.43	208	6.66
Kansas City	212	5.26	219	6.52
Omaha	228	5.00	251	6.22
Sioux City	235	4.98	256	6.18
South St. Paul	217	5.23	226	6.48
Wichita	219	4.96	228	6.14

Hog Cut-Out Values Improve

LITTLE change in the average price of good quality hogs of the weights shown in the test and some improvement in the value of green meats resulted in better cut-out values this week than those of a week earlier. Loins showed little price change but some improvement was evident in hams, bellies and some other cuts.

Runs for the week were large at Chicago, the largest for a four-day period since last January. In the early days of the period there were included considerable numbers of lightweights and pigs but later in the season the quality improved and on the closing day there were sizable numbers of well finished butchers.

Highest prices were paid for heavy hogs and the outlet was good all week for weights averaging 200 lbs. and over. Weighty butchers topped the

LARD AND MEAT EXPORTS.

Exports of lard, bacon and hams through the port of New York during the first four days of the current week totaled 851,055 lbs. of lard and 553,493 lbs. of meat.

Lard exports from the United States for the full week ended December 8 totaled 5,196,675 lbs. against 10,463,845 lbs. for the same week in 1933. For the packer year to date, exports of lard have totaled 28,852,340 lbs. against 50,507,158 lbs. in the 1933 period.

Bacon and ham exports for the week ended December 8 totaled 2,479,400 lbs. against 1,679,700 lbs. for the corresponding week in 1933. For the packer year to date, exports of these products totaled 9,113,450 lbs. against 10,513,500 lbs. from November 1 to December 9, 1933.

DANUBE LARD EXPORTS.

Exports of about 11,000,000 lbs. of lard from the Danube basin in the third quarter of 1934 brought the total for the period January-September, 1934, up to about 17,200,000 lbs., according to the Belgrade office of the U. S. Foreign Agricultural Service. In the corresponding 1933 period, 10,472,000 lbs. were exported. Exports during the entire calendar year 1933 reached 15,469,

000 lbs. with the average for the years 1928-1932 standing at 12,819,000 lbs.

Of the 1934 total, about 94 per cent originated in Hungary. Most of the Hungarian lard was destined for Germany and Czechoslovakia under special trade agreements. October exports also are expected to be large, since Hungarian exporters have engaged to deliver at least 1,102,000 lbs. of pure lard and 397,000 lbs. of fat sides to Germany this month. Agreements have been made also to ship an additional 441,000 lbs. of pure lard to Germany. The lard is priced at about 14 cents per pound.

N. Z. EXPORTS MORE PORK.

Exports of hog carcasses from New Zealand are expected to exceed 500,000 in 1934, according to the American vice consul at Wellington. In 1933, carcasses exported amounted to 320,000, an increase of 141 per cent over the 133,000 carcasses exported in 1932. The current British policy restricting imports of non-Empire cured pork has reacted favorably upon New Zealand exports of frozen pork for consumption as such or as cured pork. The improved outlet for hogs has offset somewhat the less favorable foreign markets for dairy products and wool. Indications are that New Zealand anticipates the utilization of burdensome milk supplies in the development of an expanded hog production.

PORK PRODUCTS EXPORTS.

Exports of pork products from the U. S. week ended Dec. 8, 1934:

PORK.

	Week ended	Week ended	Nov. 1, 1933 to Dec. 8, 1934
	Dec. 8, 1933	Dec. 8, 1934	bbis. bbls.
Total	59	235	324
United Kingdom	59	25	314
Continent	110	10	
West Indies	100		

BACON AND HAMS.

	M lbs.	M lbs.	M lbs.
Total	2,479	1,679	9,113
United Kingdom	2,473	1,168	8,539
Continent	455	510	
West Indies	6	2	16
B. N. A. Colonies	4		
Other countries	50		48

LARD.

	M lbs.	M lbs.	M lbs.
Total	5,196	10,463	28,852
United Kingdom	4,317	3,683	28,499
Continent	700	5,784	1,696
Sth. & Ctl. America	30	479	204
West Indies	145	517	506
B. N. A. Colonies	4		
Other countries			

TOTAL EXPORTS BY PORTS.

From	Pork, bbls.	Bacon and Hams, M lbs.	Lard, M lbs.
New York	59	925	950
Boston			331
Baltimore			27
Norfolk			119
New Orleans			172
Montreal		1,548	3,242
Halifax		6	345

	De-	De-	
1934.	1933.	Increase.	
Pork, lbs.	65	144	70
Bacon and Hams, lbs.	9,113	10,573	1,460
Lard, lbs.	28,852	30,507	21,655

SUMMARY OF EXPORTS FROM NOVEMBER 1 TO DECEMBER 8, 1934.

De-

crease.

CHICAGO PROVISION MARKETS

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

FUTURE PRICES.

SATURDAY, DECEMBER 8, 1934.

Open. High. Low. Close.

LARD—

Dec.	11.75	11.75	11.60	11.62 1/2n
Jan.	12.10-15	12.15	12.00	12.07 1/2-05
July	12.30		12.17 1/2	12.20

CLEAR BELLIES—

Dec.	14.57	14.57	14.57 1/2n	
Jan.	14.80		14.80	
May	15.30	15.37 1/2	15.30	15.37 1/2

MONDAY, DECEMBER 10, 1934.

LARD—

Dec.	11.70	11.70	11.52 1/2	11.60ax
Jan.	12.12 1/2	12.12 1/2	11.95	12.00
July	12.27 1/2	12.27 1/2	12.12 1/2	12.15

CLEAR BELLIES—

Dec.	14.57	14.57	14.57 1/2n	
Jan.	15.30	15.35	15.30	15.35

TUESDAY, DECEMBER 11, 1934.

LARD—

Dec.	11.62 1/2	11.62 1/2	11.57 1/2	11.60ax
Jan.	12.05	12.05	12.00	12.02 1/2
July	12.22 1/2	12.22 1/2	12.17 1/2	12.20ax

WEDNESDAY, DECEMBER 12, 1934.

LARD—

Dec.	11.67 1/2	11.72 1/2	11.57 1/2	11.57 1/2n
Jan.	12.10-15	12.15	11.95	11.95
July	12.25	12.30	12.12 1/2	12.12 1/2n

THURSDAY, DECEMBER 13, 1934.

LARD—

Dec.	11.42 1/2	11.42 1/2	11.27 1/2	11.35b
Jan.	11.87 1/2-80	11.87 1/2	11.70	11.77 1/2b
July	12.00	12.00	11.87 1/2	11.95ax

FRIDAY, DECEMBER 14, 1934.

LARD—

Dec.	11.37 1/2	11.37 1/2	11.27 1/2	11.30ax
Jan.	11.70	11.82 1/2	11.70	11.75ax
July	11.82 1/2	11.92 1/2	11.82 1/2	11.90ax

SATURDAY, DECEMBER 15, 1934.

CLEAR BELLIES—

Dec.	14.72 1/2	14.72 1/2	14.75n	
Jan.	14.80	14.82 1/2	14.80	14.82 1/2b
May	15.42 1/2	15.47 1/2	15.40	15.40ax

Key: ax, asked; b, bid; n, nom.; —, split.

—♦—

FROZEN POULTRY IN STORAGE.

Storage stocks of frozen poultry on hand on Dec. 1, with comparisons:

Dec. 1, Nov. 1, Dec. 1, 1934.

Broilers, lbs. 20,203 18,515 15,448

Fryers, lbs. 12,590 8,581 9,062

Roasters, lbs. 23,947 13,400 23,555

Fowls, lbs. 19,210 13,037 15,143

Turkeys, lbs. 9,572 1,763 6,500

Ducks, lbs. 3,749 3,833 4,722

Miscellaneous, lbs. 16,378 13,343 15,881

—♦—

PRODUCE IN COLD STORAGE.

Cold storage holdings of butter, cheese and eggs on Dec. 1, 1934:

Dec. 1, Nov. 1, Dec. 1, 1934.

Butter, creamy, lbs. 81,023 111,073 138,166

Cheese, American, lbs. 95,780 102,832 85,146

Cheese, Swiss, lbs. 6,093 7,189 7,595

Cheese, Brick-Munster, lbs. 770 944 687

Cheese, Limburger, lbs. 1,341 1,400 1,245

Cheese, all other, lbs. 5,379 5,634 4,336

Eggs, shell, cases. 2,380 4,633 2,641

Eggs, frozen, lbs. 76,078 88,715 72,348

CASH PRICES.

Based on actual cariot trading Thursday, December 13, 1934.

REGULAR HAMS.

Green.	13%	*S.P.
14	13%	13%
14	13%	13%
15	14%	14%
14	13%	13%

BOILING HAMS.

Green.	16%	*S.P.
18	15%	15%
16	14%	14%
16	14%	14%
16	14%	14%

SKINNED HAMS.

Green.	14%	*S.P.
15	14%	14%
16	15%	15%
16	15%	15%
16	15%	15%

PICNICS.

Green.	8 1/2	*S.P.
8 1/2	8 1/2	8 1/2
8 1/2	8 1/2	8 1/2
8 1/2	8 1/2	8 1/2
8 1/2	8 1/2	8 1/2

BELLIES.

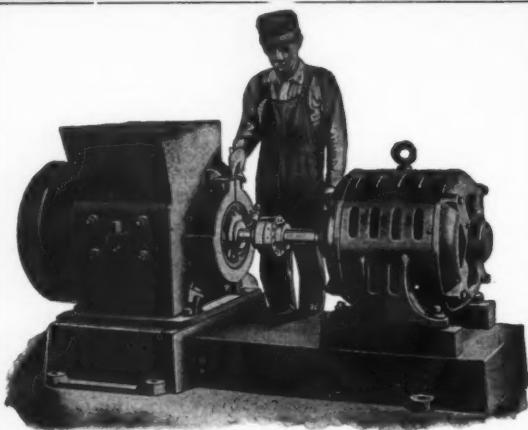
(Square cut seedless)	17	*D.C.
(S. P. 1/4c under D. C.)	17	
Green.	14	
14	14	
14	14	

D. S. BELLIES.

Clear.	14%	
14	14	
14	14	
14	14	
14	14	

D. S. FAT BACKS.

10	9 1/2	
10	9 1/2	
12	12	
12	12	
12	12	



Grinders for By-Products Vibrating Screens

Heavier and more dependable construction and many exclusive improvements have made Williams Hammer Mills an overwhelming favorite with American packers and renderers. Grind tankage, bones, greasy cracklings and hard dry rendering materials, 50 sizes and types. For screening greasy cracklings and tankage, let us tell you about the "Full-Floating" Vibrating Screen.

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Chicago 18 Park Row San Francisco
326 Bialto Bldg.



EASTERN FERTILIZER MARKETS. \$34.50 per ton, c.i.f., Atlantic coast ports for shipment.
(Special Report to The National Provisioner.)

New York, Dec. 12, 1934.

Ground tankage has been selling at \$2.40 & 10c and unground at \$2.10 & 10c, f.o.b. local shipping points. Stocks are rather heavy at present with a limited amount of buying interest being shown.

Dried blood last sold at \$2.60 per unit, f.o.b. New York. Stocks are light.

Dry rendered tankage, 50/55 per cent, is quoted at 47½c and the higher grades at 55c to 57½c per unit of protein, f.o.b. New York. A fair volume of business has been done.

Japanese sardine fish meal has advanced in price and is now held at about

M & M HOG

A single M & M Hog meets all grinding requirements of rendering plants. Takes fats, bones, carcasses, viscera, etc. Reduces everything to uniform degree of fineness at low operating cost! Let us analyze your requirements and make cost-cutting recommendations. Write!



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Saves steam, power, labor, space. Increases melter capacity. Makes ground product give up fat and moisture readily. Cuts operating costs!

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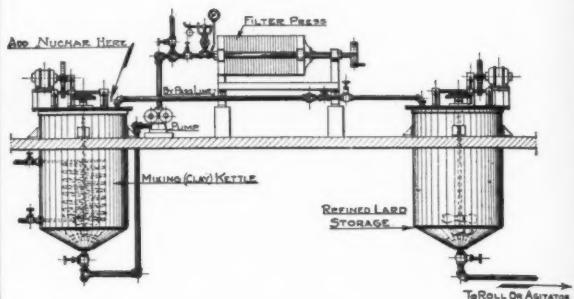
STEDMAN'S Type "A" Hammer Mills are especially adapted for the reduction of packinghouse by-products, fish scrap, etc. Their extreme sectional construction saves time in changing hammers and screens and in the daily clean-up which is required where edible products are reduced.

Nine sizes—5 to 100 H.P.—capacities 500 to 20,000 pounds per hour. Write for catalog 302.

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use **NUCHAR** for BETTER LARD



You all know that earth or clay adds a flat earthy flavor to your refined lard.

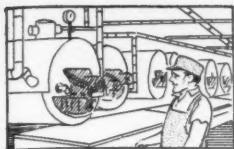
NUCHAR subtracts flavor and odor—makes your lard sweet, neutral, and promotes better keeping quality. Write for full information and descriptive literature today to:

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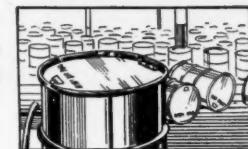
The purpose of the new plan is to lessen the burden of feeding the cattle in the states where feed is scarce, and at the same time to prevent too great a reduction in the cattle population of the country. A clearing house has been set up at Kansas City to handle requests from buyers and sellers of cattle. State extension officers and county agents in states where feed supplies are sufficient are notifying farmers in their respective territories of the plan, and will forward inquiries to the Kansas City clearing house.

Watch the "For Sale" page for bargains.



Tallow and Greases

Weekly Market Review



TALLOW—Operations in the tallow market in the East were spasmodic but a very firm tone featured the week. During the closing days of the previous week it was estimated that around 1,000,000 lbs. of extra changed hands at 5½c, f.o.b. New York, an advance of ¼c from previous sales. Trade became quieter following this business, but the market appeared fairly well cleared of supplies and price held firmly at 5½c f.o.b. level this week. In some quarters it was said that consumers were not following the advance, but it appeared as though sellers' ideas were firmly established at the new levels, but the market took on a waiting appearance, pending a weakening on one side or the other.

There was not much news in the market during the week but less was heard of foreign oils and tallow. The closeness of the year end it was felt would serve to make for dullness the next two weeks in that consumers will not be inclined to increase inventories, but nevertheless reports persisted that soapers were experiencing a continued good trade in the finished product and this has been quite apparent of late in the quarterly statements of the various companies.

At New York special was quoted at 5c, extra 5½c f.o.b. and edible at 6%@ 7c, f.o.b.

At Chicago, a very steady market prevailed in tallow, with extremely light offerings the feature. Inquiries for nearby stuff was moderate but a fairly active demand was apparent for later deliveries. Producers' ideas were firm, and consumers where needing supplies had to meet the quoted levels. At Chicago, edible was quoted at 7½c, fancy 5½c@5½c; prime packer 5½@5½c, special 5c and No. 1 at 4½c.

There was no London tallow auction this week. At Liverpool, Argentine choice tallow, Dec.-Jan. shipment, unchanged at 21s 9d; while Australian good mixed at Liverpool, Dec.-Jan. shipment, was unchanged at 22s.

STEARINE—There was some improvement in demand for oleo at New York and the market took on a better appearance with sales at 9c plant reported, an advance of ½c from previous levels. At Chicago, the market was rather quiet but very steady with oleo quoted at 9c.

OLEO OIL—Demand was fair at New York and with offerings moderate the market ruled firm. Extra was quoted at 10½@10½c, prime 9%@10c and lower grades 9½c. At Chicago demand was fair and the market rather firm with extra quoted at 10c.

(See page 41 for later markets.)

LARD OIL—The market was reported dull but steady and unchanged at New York with No. 1 quoted at 7¾c, No. 2 at 7½c, extra 8½c, extra No. 1 at 8½c, prime 13½c, winter strained 8¾c.

NEATSFOOT OIL—A rather quiet market prevailed in New York with prices unchanged for the week with extra quoted at 8½c, No. 1 at 8½c, prime 12c and cold pressed at 16½c.

GREASES—A moderate trade but a better tone featured the market for greases the past week at New York. While trade was not large the tone was firm, with a majority of producers holding for the newly established levels. Consumers, however, were inclined to feel that the upturns were not warranted at this time and consequently were taking on supplies only as needed. At New York yellow and house were quoted at 4%@4½c, A white 5@5½c, B white 4%@4½c, and choice white 5½c, nominal.

At Chicago, the grease market was very steady with extremely light offerings the feature. Nearby inquiries were moderate, but a fairly good demand was reported for future delivery. Producers' ideas were firm and consumers, where needing supplies had to meet the market. At Chicago, brown was quoted at 4½c, yellow 4%@4½c, B white 5%, A white 5½c and choice white all hog at 5½c.

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniums.

Ammonium sulphate, bulk, per ton, basic ex vessel Atlantic ports:	
December, 1934, to June, 1935, inclusive	@24.00
Ammonium sulphate, double bags, per 100 lbs. f.o.b. New York.....	@nom.
Bird, dried, 16% per unit.....	@ 2.60
Fish scrap, dried, 11% ammonia, 10% B. P. L., f.o.b. fish factory, 100% B. P. L. c.i.f.	Nominal
Fish meat, foreign, 11½% ammonia, 10% B. P. L. c.i.f.	@ 34.50
Fish scrap, acidulated, 6% ammonia, 3% A.P.A. f.o.b. fish factories	2.00 & 50c
Soda nitrate, per net ton; bulk.	
Dec. to June, 1935, inclusive.....	@23.50
in 200-lb. bags.....	@24.80
in 100-lb. bags.....	@25.50
Tankage, ground, 10% ammonia, 15% B. P. L. bulk.....	2.40 & 10c
Tankage, unground, 9@10% ammonia, 15% B. P. L. bulk.....	2.10 & 10c

Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	@23.50
Bone meal, raw, 4½ and 50 bags, per ton, c.i.f.	@25.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% flat.....	@ 8.50
Potash Salt.	
Manure salt, 30% bulk, per ton....	@12.90
Kalnit, 14% bulk, per ton....	@ 8.50
Muriate in bulk, per ton, 40% unit K ₂ O.	
Sulphite in bags, per ton, Shipment Dec. '34, to April, '35	@35.00

Dry Rendered Tankage.

50% unground	@ .47½
60% ground	@ .55

Watch the "Wanted" page for positions.

By-Products Markets

Chicago, Dec. 12, 1934.

Blood.

Blood is firm with unground selling at \$3.05@3.10, delivered midwest points.

Unit Ammonia.

Ground @ \$3.35
Unground \$ 3.00@ 3.10

Digester Feed Tankage Materials.

Considerable strength shown in market for feed tankage materials with sellers holding for stronger prices.

Unit Ammonia.

Unground, 10 to 12% ammonia.. \$2.85@3.00 & 10c
Unground, 8 to 10% @3.00 & 10c
Liquid stick @2.25

Dry Rendered Tankage.

Market continues firm with trading light, due to scarcity of offerings.

Hard pressed and exp. unground per	\$.60@ .62½
unit protein	@ .60@ .62½
Soft prsd. pork, ac. grease & qual- ity, ton	@45.00
Soft. prsd. beef, ac. grease & qual- ity, ton	@40.00

Packinghouse Feeds.

Some strength evident in the market for packinghouse feeds, with higher prices asked.

Carlots.

Digester tankage meat meal, 60%	\$ @47.00
Meat and bone scraps, 50%	@47.00
Steam bone meal, 65%, special feed- ing, per ton.....	@32.00
Raw bone meal for feeding.....	@30.00

Fertilizer Materials.

Fertilizer tankage is stronger with recent sales at \$2.25@2.35 & 10c. Sellers holding for higher prices.

High grd. tankage, ground, 10@ 12% am.	\$2.35@2.50 & 10c
Bone tankage, ungrd., low gd., per ton	14.00@15.00
Hoof meal	@ 2.50n

Bone Meals (Fertilizer Grades)

Market unchanged to weaker.

Steam, ground, 3 & 50.....	\$16.00@17.00
Steam, unground, 3 & 50.....	@13.00

Horns, Bones and Hoofs.

Little change; prices largely nominal.

Horns, according to grade.....	\$85.00@85.00
Mfg. shin bones.....	55.00@55.00

Cattle hoofs	23.00@23.50
Junk bones	@14.00

(Note—Forgoing prices are for mixed carloads of unassorted materials indicated above.)

Gelatine and Glue Stocks.

Jaws, skulls and knuckles are \$16.50 @17.00 per ton, delivered.

Per ton.	
Calf stock	\$ @10.00
Calf stock	@18.00
Sinews, pizzles	@10.00
Horn pits	@16.00
Cattle jaws, skulls and knuckles	16.50@17.00
Hide trimmings (new style).....	@ 8.00
Hide trimmings (old style).....	@10.00
Pig skin scrapes and trim, per lb.	@5½c

Animal Hair.

Winter hog hair production in fair demand.

Summer coil and field dried.....	% @ %c
Winter coil dried.....	1 @ 2½c
Processed, grey, winter, per lb.	6 @ 6½c
Cattle switches, each*.....	4 @ 5½c

*According to count.

SEND YOUR CARDS

SUTHERLAND



**NATIONWIDE
SERVICE**



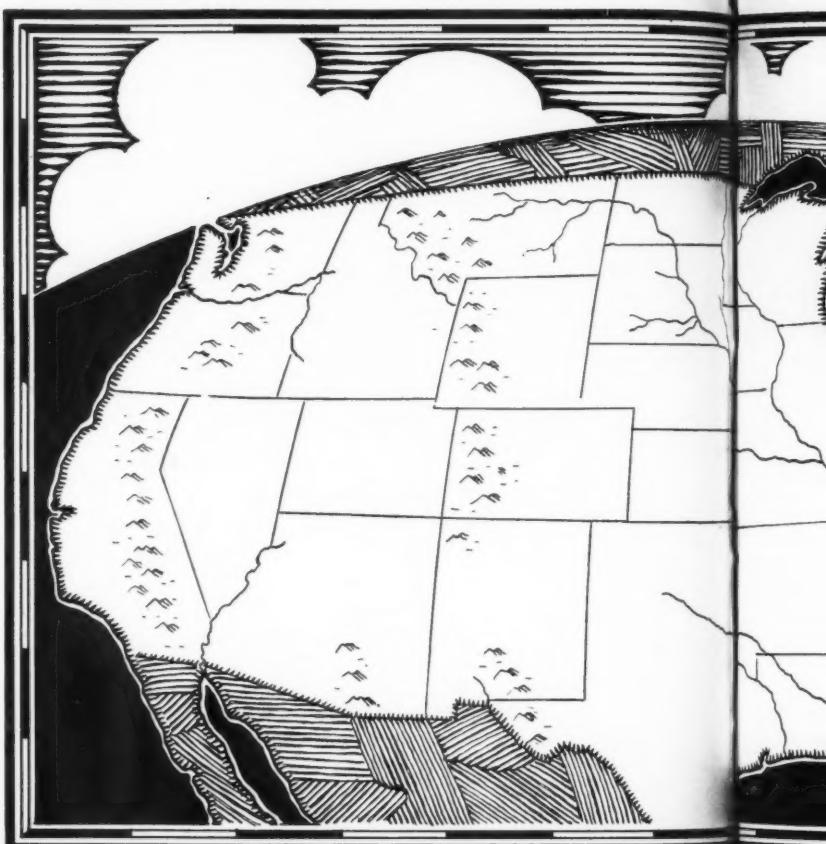
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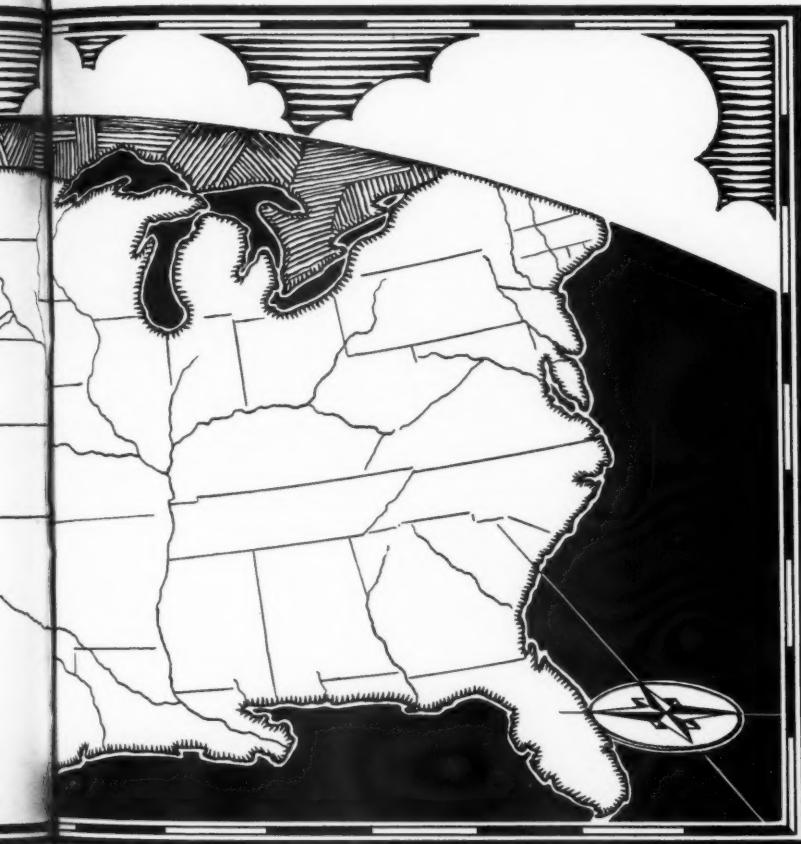
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IPNY, KALAMAZOO, MICHIGAN

Week ending December 15, 1934

Page 37



SUTHERLAND PRODUCTS

★
FOLDING CARTONS
DRY AND PARAFFINED

★
PAPER PAILS
★
EGG PACKAGES

★
PICNIC AND
LUNCHEON PLATES
★
COUNTER DISPLAY
CONTAINERS

MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., Dec. 12, 1934.

Cottonseed meal was dull and somewhat lower on liquidation and switching. Trading was on a small scale, March selling from \$38.10@39.00 at which latter price there was fair liquidation with some lots going over unsold at this level. January was switched into May both at \$1.00 and 80c, with December selling at \$37.60. There was little of a constructive nature in outside markets or in conditions surrounding the actual. The government report, so far as shipments were concerned, was about as looked for—203,598 tons against 261,221 tons last year and a five-year average of 295,203 tons, the total shipments for the season to November 30th showing a loss of 112,441 tons as compared with last year, while the total visible supply of cake and meal in seed and meal is approximately 72,000 tons less.

Cotton seed was not affected by the report notwithstanding that receipts to date were appreciably under those of a year ago with a corresponding falling off indicated for the balance of the season. Prices were inclined to easiness throughout the session but regained their loss with closing prices unchanged for the day.

COTTONSEED PRODUCT EXPORTS.

Exports of cottonseed products for four months ending Oct. 31, 1934:

	1934.	1933.
Oil, crude, lbs.	1,059,978	1,621,057
Oil, refined, lbs.	817,649	1,166,819
Cake and meal, tons of 2,000 lbs.	1,515	27,711
Linters, running bales	57,611	27,669

PRODUCTION AND CONSUMPTION OF COTTON SEED AND PRODUCTS.

Cotton seed received, crushed, and on hand, and cottonseed products manufactured, shipped out, and on hand for four months, ended November 30, 1934, and 1933.

COTTON SEED RECEIVED, CRUSHED, AND ON HAND (TONS).					
	Received at mills*	Crushed	On hand at mills		
	Aug. 1 to Nov. 30, 1934.	Aug. 1 to Nov. 30, 1934.	Aug. 1 to Nov. 30, 1934.	Nov. 30, 1934.	Nov. 30, 1933.
United States	2,777,028	3,115,800	1,767,722	1,983,047	1,232,067
Alabama	230,333	164,048	157,427	107,338	91,993
Arizona	30,559	22,783	18,317	11,128	12,370
Arkansas	246,614	248,831	141,499	166,341	110,196
California	80,150	55,519	42,556	29,145	37,774
Georgia	323,480	232,295	219,253	166,590	130,237
Louisiana	136,280	117,463	103,710	77,718	36,110
Mississippi	426,843	372,804	213,960	185,983	232,258
North Carolina	179,842	150,515	116,644	104,149	57,619
Oklahoma	100,114	306,758	40,522	97,126	32,327
South Carolina	143,674	103,588	107,725	81,909	37,023
Tennessee	252,337	230,622	145,205	169,059	132,346
Texas	597,075	1,045,070	417,434	655,725	282,402
All other states	61,724	51,014	33,260	26,544	24,512

*Includes seed destroyed at mills but not 222,761 tons and 220,938 tons on hand Aug. 1 nor 43,143 tons and 14,416 tons reshipped for 1934 and 1933 respectively.

COTTONSEED PRODUCTS MANUFACTURED, SHIPPED OUT, AND ON HAND.

Season.	On hand August 1.	Produced Aug. 1 to November 30.	Shipped out Aug. 1 to Nov. 30.	On hand November 30.
Crude oil (pounds)	1934-35	*34,400,287	516,313,717	*100,685,081
Refined oil (pounds)	1933-34	51,269,417	613,108,023	160,127,837
Cake and meal (tons)	1934-35	*636,804,820	434,602,034	*487,369,192
Linters (running bales)	1933-34	676,331,574	445,736,448	721,713,735
Hulls (tons)	1934-35	124,572	799,313	424,685
Hull fiber	1934-35	100,874	892,230	737,126
Grabots, motes, etc. (500-lb. bales)	1933-34	30,958	459,019	320,011
Grabs (500-lb. bales)	1934-35	1933-34	76,686	537,325
Grabs (500-lb. bales)	1934-35	75,958	379,550	291,751
Grabs (500-lb. bales)	1933-34	70,786	353,886	264,524
Grabs (500-lb. bales)	1933-34	646	22,319	19,568
Grabs (500-lb. bales)	1933-34	985	22,577	18,274
Grabs (500-lb. bales)	1934-35	3,970	15,352	10,296
Grabs (500-lb. bales)	1933-34	3,216	14,893	11,033

*Includes 4,378,638 and 18,380,067 pounds held by refining and manufacturing establishments and 9,998,880 and 35,805,480 pounds in transit to refiners and consumers August 1, 1934, and November 30, 1934, respectively.

†Includes 3,605,195 and 7,135,804 pounds held by refiners, brokers, agents, and warehousemen at places other than refineries and manufacturing establishments and 5,153,478 and 4,964,016 pounds in transit to manufacturers of lard substitute, oleomargarine, soap, etc., August 1, 1934, and November 30, 1934, respectively.

**Produced from 470,066,215 pounds of crude oil.

DUTY-FREE COCONUT OIL.

Plans are reported under way for introduction of a bill into the coming Congress to provide for a specified quota of coconut oil to be brought in from the Philippines duty free each year until the final ratification of Philippine independence. It is expected that this quota would amount to approximately the average import for the past five years. In addition to being free from import duty it would also be free from domestic taxation in the United States. Effect of the excise tax of 3c per pound already has been shown in statistics of importation of coconut and other oils and in decline in the practice of using coconut oil in margarine manufacture.

COTTON OIL TRADING.

COTTONSEED OIL—Store oil demand was fair, with offerings light and steadily held. Crude oil was quoted at 9c nominal across the belt.

Market transactions at New York:

Friday, December 7, 1934.

	Range	Closing
	Sales.	High. Low. Bid. Asked.
Spot	.....	a
Dec.	.....	1000 a 1015
Jan.	6	1018 1015 1005 a 1015
Feb.	.....	1008 a 1018
Mar.	24	1026 1015 1015 a 1017
Apr.	.....	1015 a 1025
May	17	1038 1027 1027 a 1029
June	.....	1028 a 1038
July	19	1047 1043 1038 a 1040

Sales 66 contracts. Crudes 9c bid.

Saturday, December 8, 1934.

	Range	Closing
	Sales.	High. Low. Bid. Asked.
Spot	.....	a
Dec.	.....	1001 a Bid
Jan.	1	1011 1011 1008 a 1009
Feb.	.....	1008 a 1018
Mar.	8	1020 1016 1015 a 1017
Apr.	.....	1015 a 1025
May	14	1030 1026 1028 a trad
June	.....	1028 a 1040
July	1	1041 1041 1037 a 1039

Sales 24 contracts. Crudes 9@9 1/4c.

Monday, December 10, 1934.

	Range	Closing
	Sales.	High. Low. Bid. Asked.
Spot	.....	a
Dec.	.....	900 a Bid
Jan.	2	1013 1001 997 a 1000
Feb.	.....	998 a 1008
Mar.	23	1017 1006 1005 a 1008
Apr.	.....	1006 a 1016
May	37	1030 1016 1016 a 1018
June	.....	1015 a 1025
July	7	1035 1025 1025 a 1029

Sales 69 contracts. Crudes 9@9 1/4c.

Tuesday, December 11, 1934.

	Range	Closing
	Sales.	High. Low. Bid. Asked.
Spot	.....	a
Dec.	.....	900 a Bid
Jan.	.....	998 a 1005
Feb.	.....	1003 a 1013
Mar.	12	1015 1005 1009 a 1013
Apr.	.....	1010 a 1020
May	17	1025 1013 1021 a 1022
June	.....	1022 a 1032
July	2	1025 1030 a 1033

Sales 31 contracts. Crudes 9@9 1/4c.

Wednesday, December 12, 1934.

	Range	Closing
	Sales.	High. Low. Bid. Asked.
Spot	.....	a
Dec.	.....	975 a Bid
Jan.	.....	980 a 987
Feb.	.....	985 a 996
Mar.	38	1017 970 992 a 995
Apr.	.....	993 a 1003
May	86	1026 985 1003 a trad
June	.....	1002 a 1012
July	3	1035 1035 1011 a 1014

Sales 166 contracts. Crudes 9c nom.

Thursday, December 13, 1934.

	Range	Closing
	Sales.	High. Low. Bid. Asked.
Jan.	975 965 966 a 969
Mar.	990 974 978 a 979
May	1000 985 988 a
July	1005 995 1000 a

Sales 10,200,000 lbs. Spot unquoted.

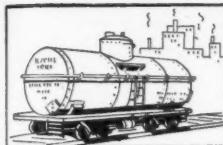
(See page 41 for later markets.)



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Vegetable Oils

Weekly Market Review



Trade Less Active—Market Reactionary
—Sentiment Mixed — Cash Trade
Fair—Crude Firm—Statistical Re-
port Bullish—Outside Easiness Fac-
tor.

The feature in the futures market for cottonseed oil the past week was some letup in activity and a reactionary tendency. For the first time in several weeks speculative buying power dried up somewhat but the market continued stubborn to scattered liquidation and professional pressure for a reaction, until a bullish government monthly statistical report failed to produce buying enthusiasm, which was followed by rather general selling and uncovered some stop loss orders, carrying March and May off about $\frac{1}{2}$ c per pound from the season's best levels. The decline however, ran into buying on resting orders, and brought about some renewal of bull support, with the result that about half of the loss was quickly recovered.

For several days the market had been displaying a weaker technical condition, and while the sudden slump was somewhat unexpected, it was not altogether surprising. The outside markets had been displaying a groggy appearance for several days, tending to curtail activities on the part of the Wall Street bulls in oil, but it was noticeable that on the setback there was some disposition to reinstate sold-out holdings.

Cotton oil itself presented the strongest statistical position of the season to date. November consumption exceeded expectations, running slightly over 309,000 bbls. against the revised figures for November last year of 271,000 bbls. As a result, consumption the first four months of the season was 1,507,000 bbls. against 1,001,000 bbls. the same time last year, an increase of more than 50 per cent. The fact that November distribution was maintained at such a large figure was again rather conclusive evidence that distribution has materially enlarged for one reason or another, and without doubt November consumption was surprising in view of the much talked of importation of foreign oils.

Seed receipts for the four months totaled 2,777,000 tons, against 3,116,000 tons the same time last season. As a result of the smaller seed receipts, and the larger consumption visible stocks of oil in all positions at the end of November were 2,313,000 bbls. against 3,109,000 bbls. the same time a year ago, or 796,000 bbls. less.

The decrease in the stocks would appear sufficient to justify the upturns in the market from the low point of last year. While no one in the trade anticipates that the distribution can keep up

for the full season at the terrific pace set thus far, nevertheless there is no particular reason at this time for anticipating any marked falling off in monthly consumption the balance of this season compared with the same months a year ago. If distribution is maintained the balance of this season at the same pace as last season, there is the certainty of a very marked reduction in the carryover at the end of the season. Thus the price trend on the next crop would depend entirely on the size of the new production as the in-between season's demands will probably take care of the carryover at the end of this season.

As a result, the market is in a very healthy position from a supply and demand standpoint. Incidentally thus far this month reports indicate a fairly good cash business passing, and this is more or less confirmed by the absence of any particular pressure of actual oil in any direction. The crude markets most of the week were 9c bid and 9 $\frac{1}{4}$ c asked, but on the setback in futures crude was called 9c nominal.

A weakening in the corn price had a disturbing influence on lard, while rather heavy hog marketings of late

SOUTHERN MARKETS

New Orleans

(Special Wire to The National Provisioner.)

New Orleans, La., Dec. 13, 1934.—After healthy liquidation in New York and New Orleans cotton oil futures, the price is down only about 35 points for the week with crude having a few sales at 8 $\frac{1}{2}$ c lb. f.o.b. mills. Edge is off crude and refined markets for the present but mills are confident seed prices for moderate unsold stocks cannot be materially lowered during the balance of the season and hence they expect substantial upturns for products after the turn of the new year. Bleachable is tightly held at 9 $\frac{1}{4}$ c lb. loose New Orleans. Further minor liquidations may occur before sustained advances, as profit taking by longs with big profits appears to be the main cause of the present weakness.

Memphis

(Special Wire to The National Provisioner.)

Memphis, Tenn., Dec. 13, 1934.—Crude cottonseed oil nominal 8 $\frac{1}{2}$ c lb. for Valley; forty-one per cent protein cottonseed meal, \$37.75.

Dallas

(Special Wire to The National Provisioner.)

Dallas, Tex., Dec. 13, 1934.—Prime cottonseed oil, 8 $\frac{1}{2}$ c lb.; forty-three per cent meal, \$41.00; hulls, \$15.00.

were reported resulting in an enlargement in the stocks of lard at Chicago. However, the hog run has letup the past few days and in fact some predictions were heard that the peak of the winter hog run had passed.

COCOANUT OIL—There was nothing particularly new in this market with routine conditions prevailing. At New York prices were quoted unchanged at 3 $\frac{1}{2}$ c for shipment. Copra was quoted at \$1.90, the first quotation in some time.

CORN OIL—Trade appeared to be somewhat quieter, and the market barely steady, influenced partly by the reactionary tendency in cotton oil. Offerings of corn oil, however, were not large. Domestic crude was quoted unchanged at New York at 9 $\frac{1}{2}$ c. Foreign offerings were too high, being on a basis of slightly over 11c.

SOYA BEAN OIL—While mills were asking 7 $\frac{1}{2}$ c it was said that resale oil at New York could have been bought at 7 $\frac{1}{4}$ c. Foreign oil was reported offered equal to 7 $\frac{1}{2}$ c, delivered.

PALM OIL—A firm tone and a much broader inquiry was reported at New York the past week. Prices advanced at least $\frac{1}{4}$ c and at times it was difficult to secure offerings or prices. The better tallow market undoubtedly cut some figure. At New York spot Nigre was quoted at 3 $\frac{1}{2}$ c, nominal, and Sumatra oil at 3 $\frac{1}{2}$ c.

PALM KERNEL OIL—Consuming demand was reported quiet and English oil was believed to be available at New York at 3.30c, c.i.f.

OLIVE OIL FOOTS—Demand appeared routine and moderate on the whole. At New York sellers quoted drums at 7c while barrels were said to have been done in a moderate way at 7 $\frac{1}{2}$ c.

RUBBERSEED OIL—Market nominal.

SESAME OIL—Market nominal.

PEANUT OIL—Domestic crude at New York quoted at 9 $\frac{1}{2}$ c although some dealers indicated oil could be bought $\frac{1}{4}$ c below that figure. Foreign oil was quoted at 5.15@5.35c in bond.

VEGETABLE OIL IMPORTS.

Imports of vegetable oils and oil bearing materials in the four months' period July to October, 1934, with comparisons are reported as follows:

	July-Oct., 1934.	July-Oct., 1933.
Cocoanut oil from Philippines	\$5,752,000	105,842,000
Palmkernel oil	699,000	2,565,000
Palm oil	39,387,000	100,102,000
Peanut oil	465,000	389,000
Soybean oil	804,000	3,213,000
Copra	55,231,000	271,753,000
Sesame seed	2,005,000	21,574,000



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WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS

Provisions.

Hog products were unsteady the latter part of week with liberal hog receipts and moderate cash trade. Liquidation was unsteady covering hogs and commission house buying on resting orders checked downturns.

Cottonseed Oil.

Cotton oil displayed further weakness on continued liquidation, influenced partly by lard weakness but steadied under commission house and Wall Street buying. Thirteen December tenders issued December 14. Cash trade fair, crude, 8 1/4c bid in all sections.

Quotations on bleachable cottonseed oil at New York Friday noon were: Dec., \$9.75; Jan., \$9.88@9.90; Mar., \$9.99; May, \$10.09; July, \$10.16@10.20.

Tallow.

Tallow, extra, 5 1/4c, f.o.b.

Stearine.

Stearine, 9c plants.

Friday's Lard Markets.

New York, Dec. 14, 1934.—Prices are for export; no tax. Lard, prime western, \$9.45@9.55; middle western, \$9.45@9.55; city, 8 1/4c@9c; refined Continent, 9 1/4c@9 1/2c; South American, 9 1/4c@9 1/2c; Brazil kegs, 9 1/4c@10c; compound, 12 1/2c in carlots.

MEAT IMPORTS AT NEW YORK.

Principal meat imports at New York for the week ended Dec. 8, 1934:

Point of origin.	Commodity.	Amount.
Argentina—Canned corned beef	132,840 lbs.	
Australia—Oleo stearine	112,289 lbs.	
Brazil—Canned corned beef	2,520 lbs.	
Canada—Bacon	2,646 lbs.	
Canada—Sausage	950 lbs.	
Canada—Pork tenderloin	983 lbs.	
England—Meat paste	175 lbs.	
England—Sausage	72 lbs.	
Germany—Sausage	2,880 lbs.	
Germany—Ham	2,766 lbs.	
Ireland—Bacon	6,776 lbs.	
Ireland—Ham	145 lbs.	
Uruguay—Canned corned beef	180,000 lbs.	
Uruguay—Jerked beef	7,077 lbs.	

GERMAN HOGS AND LARD.

Top hogs at Berlin were quoted at \$17.23 per cwt. on November 28, as compared with \$18.05 a week earlier and \$15.06 at the same time last year. Lard in tierces at Hamburg was quoted at \$20.10 compared with \$19.72 the previous week and \$18.09 on November 29, 1933.

NEW YORK BROKERAGE CHANGE.

George Prentzel, jr., has announced that Ralph R. Arne, formerly representing Oscar Mayer & Co., will join him as a partner in his packinghouse products brokerage business. The firm will be known as Prentzel & Arne, with offices in the Produce Exchange Bldg., New York City.

BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, Dec. 14, 1934.

General provision market quiet and unchanged, with a fair demand for hams and lard. Friday's prices were: Hams, American cut, 85s; hams, long cut, 90s; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, exhausted; Wiltshires, unquoted; Cumberrals, exhausted; Canadian Wiltshires, 76s; Canadian Cumberrals, 65s; spot lard, 48s 9d.

LIVERPOOL PROVISION MARKETS.

Prices per 100 lbs. of quality product at Liverpool on November 28:

	Nov. 28, 1934.	Nov. 21, 1934.	Nov. 29, 1933.
American green bellies	Nom.	Nom.	\$15.03
Danish green sides	\$19.18	\$19.15	17.90
Canadian green sides	17.84	17.93	15.84
American short green hams	18.92	18.93	17.61
American refined lard	10.57	10.58	6.97

BRITISH PROVISION IMPORTS.

Liverpool provision imports during November, 1934, reported by Liverpool Provision Trade Association:

	Nov., 1934.
Bacon (including shoulders) cwt.s	13,131
Hams, cwt.s	21,954
Lard, tons	1,262

The approximate weekly consumption ex Liverpool stocks is given below:

	Bacon, cwt.s	Hams, cwt.s	Lard, tons
Nov., 1934	2,928	6,233	445
Oct., 1934	2,173	5,615	429
Nov., 1933	3,046	8,227	523

NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York for week ended Dec. 8, 1934, with comparisons:

West. drsd. meats: Dec. 8.	Week ended Dec. 8.	Prev. week.	Cor. week.
Steers, carcasses	11,414	7,748	11,368
Cows, carcasses	1,360	1,046	843
Bulls, carcasses	318	195	128
Veals, carcasses	10,966	10,140	11,597
Lambs, carcasses	29	729	41,108
Mutton, carcasses	31,582	22,824	1,351
Beef cuts, lbs.	471,794	620,272	741,163
Pork cuts, lbs.	2,361,853	1,486,603	2,009,703

Local slaughters:

Cattle	0,351	8,401	8,203
Calves	14,449	12,021	11,919
Hogs	54,239	47,016	45,730
Sheep	83,418	54,005	63,432

PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended Dec. 8, 1934:

West. drsd. meats: Dec. 8.	Week ended Dec. 8.	Prev. week.	Cor. week.
Steers, carcasses	2,306	1,739	2,765
Cows, carcasses	1,272	1,145	969
Bulls, carcasses	250	355	152
Lambs, carcasses	1,781	1,887	1,716
Veals, carcasses	11,585	6,798	13,139
Mutton, carcasses	258	210	575
Pork, lbs.	415,787	449,343	505,309

Local slaughters:

Cattle	2,273	1,897	1,818
Calves	3,099	2,693	2,970
Hogs	17,808	17,742	16,938
Sheep	7,353	5,969	6,848

WILSON & CO. RECAPITALIZES.

The board of directors of Wilson & Co. at a meeting on December 14 approved a plan of recapitalization of the corporation and directed that the plan be submitted to the stockholders at the annual meeting to be held February 19, 1935. Briefly, the plan contemplates:

1.—A change and reclassification of the 7 per cent preferred stock into \$6.00 cumulative preferred stock without par value, at the rate of 1,429 shares of \$6.00 preferred stock for each share of 7 per cent stock. When the plan becomes effective each share of 7 per cent preferred stock, which now has accumulated dividends of \$26.25, will become 1,429 shares of \$6.00 preferred stock.

The \$6.00 preferred stock will be entitled to dividends from February 1, 1935, will be callable at \$100 per share and accrued dividends, if any, and in the event of liquidation will be entitled to receive \$100 per share and accrued dividends before anything is distributed to the common stock.

2.—A change and reclassification of the shares of class "A" stock of the company into shares of common stock, without par value, five shares of common for each share of class "A."

3. One share of the present outstanding common stock will become one share of the new common stock.

The Company's audit for the year just closed has not been completed, but indications are that earnings have been such, together with the outlook for the future, as will justify the inauguration of a dividend upon the common stock when the plan becomes effective.

BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston, week ended Dec. 8, 1934:

West. drsd. meats: Dec. 8.	Week ended Dec. 8.	Prev. week.	Cor. week.
Steers, carcasses	2,469	2,292	2,740
Cows, carcasses	2,011	1,551	2,076
Bulls, carcasses	25	15	51
Veals, carcasses	640	758	1,370
Lambs, carcasses	16,840	12,360	20,420
Mutton, carcasses	239	100	279
Pork, lbs.	287,262	239,734	383,339

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Dec. 14, 1934, show exports from that country were as follows: To the United Kingdom, 27,354 quarters; to the Continent, 17,564. Exports the previous week were: To England, 95,698 quarters; to Continent, 4,185 quarters.

LARD AND GREASE EXPORTS.

Exports of lard from New York City, Dec. 1, 1934, to Dec. 12, 1934, totaled 2,192,595 lbs.; tallow, none; greases, 28,000 lbs.; stearine, 127,200 lbs.

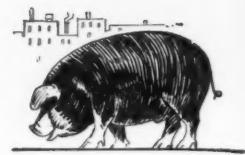
HULL OIL MARKETS.

Hull, England, Dec. 12, 1934. — (By Cable.)—Refined cottonseed oil, 22s; Egyptian crude cottonseed oil, 20s.



Live Stock Markets

Weekly Review



CHICAGO

Reported by U. S. Bureau of Agricultural Economics.

Chicago, Dec. 13, 1934.

CATTLE—Compared last Friday: Fed steers and yearlings grading medium upward unevenly 25@50c higher; common kinds 25c lower; run largely warmed up and shorted steers, although Wednesday's trade uncovered liberal crop strictly good and choice steers and yearlings. Demand very broad for well finished light cattle, both steers and heifers. Closing undertone firm on fed heifers but common kinds, like common steers, 25c lower. Cutter and common beef cows broke sharply early in week but regained big share of decline, closing steady to weak. Bulls steady, but vealers \$1.00@1.50 lower. Week's extreme top fat steers, \$10.10, several loads, \$9.50@10.00; best yearlings; \$9.90, light yearlings; \$9.60, heavy heifers, \$8.60. Cutter cows sank to \$1.00@1.75, but closed at \$1.25@2.00.

HOGS—Compared last Friday: Generally 5@10c lower on most classes; local receipts heaviest since January; week's top \$6.35, highest in two months; closing peak \$6.20. Late bulk better grade weights above 250 lbs., \$6.10 and \$6.15; 200 to 240 lbs., \$5.65@6.10; 170 to 190 lbs., \$5.00@5.50; light lights, \$4.00@4.75; slaughter pigs, \$2.50@3.50; packing sows, \$5.50@5.75.

SHEEP—Compared last Friday: Fat lambs 40@65c lower, sheep strong to 25c higher. Expanded numbers slaughter lambs early bearish factor along

with sluggish dressed trade and outlook for poultry competition late next week. Week's top lambs, \$7.75, late top, \$7.25; early bulk, \$7.50@7.65, late bulk, \$7.00, with \$7.10 paid sparingly by shipper interests. Occasional half-fat "come-backs," 25@75c under bulk prices; yearlings, \$6.00@6.25 mostly, best Monday, \$6.50; slaughter ewes, \$2.25@3.00, top, \$3.25.

KANSAS CITY

Reported by U. S. Bureau of Agricultural Economics.

Kansas City, Kans., Dec. 13, 1934.

CATTLE—Fed steers and yearlings met a fairly dependable outlet, especially those suitable for Christmas trade and values are mostly 15@25c higher than last Friday. Quality was considerably improved over recent weeks and numerous lots of well finished steers and yearlings sold from \$7.75@8.50, while choice 1,046 lb. weights brought \$8.65 and some prime 998-lb. yearlings scored \$9.25. Fed heifers and mixed yearlings ruled slow and weak to mostly 25c lower. Better grades of slaughter cows held fully steady but lower grades were reduced 15@25c under late last week. Sausage bulls closed firm while vealers declined 50c@\$1.00 with the late top at \$5.50.

HOGS—The hog market continued extremely uneven, but during the week some strength developed and final values are generally steady to 5c higher than last Friday with some sales of underweights 15@25c up. On Wednesday day the top reached \$6.20 on choice

strongweight butchers, the highest since late in September, but the closing top rested at \$6.00. Late sales of desirable 210-lb. and up ranged from \$5.85@6.00 while 170- to 200-lb. weights brought \$5.15@5.80. Better grades of 140- to 160-lb. offerings cleared from \$4.00@5.00 and 100- to 130-lb. fat pigs were plentiful at \$2.00@3.50. Packing sows are slightly higher at \$5.40@5.75.

SHEEP—Fat lamb values were under pressure after Monday and closing levels are 50@65c lower than last Friday. Choice fed lots scored \$7.40 on the week's opening session but at the close similar grades of both natives and fed lambs had to sell at \$6.85 and down with best clippers at \$6.35. Mature sheep were scarce and prices are firm with odd lots of fat ewes selling from \$3.00 down.

ST. LOUIS

Reported by U. S. Bureau of Agricultural Economics.

East St. Louis, Ill., Dec. 13, 1934.

CATTLE—Compared with the preceding Friday: Good and choice steers and similar quality mixed yearlings and heifers closed 15@25c higher; other steers steady. Common and medium mixed yearlings and heifers barely steady. Cowstuff and bulls unchanged; vealers 25c lower. A top of \$8.50 was paid for 893-lb. and 1,132-lb. steers, with bulk of sales at \$4.25@6.85. Top mixed yearlings registered \$7.75 and top heifers \$7.25 with bulk of mixed yearling and heifer sales, \$4.00@6.00. Top beef cows scored \$4.00, with most

HOGS—SHEEP—CALVES—CATTLE

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deals \$2.25@3.00 and cutters and low cutters, \$1.25@2.00. Sausage bulls topped at \$3.00 and early top on vealers was \$7.00, with closing top \$6.75.

HOGS—Swine values more than lost early advances to finish 10@15c lower for the week. The week's top was \$6.40. Most hogs wound up at \$5.75@6.25; packing sows, \$5.25@5.60.

SHEEP—Fat lambs lost 25@40c during the period, other classes holding steady. Fat lambs finished at \$7.00@7.35. Yearlings, \$5.75@6.25 and fat ewes, \$2.00@2.75.

OMAHA

Reported by U. S. Bureau of Agricultural Economics.

Omaha, Neb., Dec. 13, 1934.

CATTLE—Fed steers and yearlings met with uneven market during week, good to choice grades being wanted by all interests and showing strength with current prices 25@40c higher than on Friday, last week. Good to choice yearlings were particularly active and show the maximum upturn. Short feds of all weights sold slowly but prices generally held fully steady, instances strong to 25c higher. Heifers are strong and cows steady to 10@15c higher. Bulls gained 25c and vealers held about steady. Choice 1,440-lb. long yearlings earned \$9.35, 1,175-lb. weights, \$9.40 and 1,440-lb. averages, \$9.60. Small lots heavy heifers sold up to \$7.75.

HOGS—Compared with last Friday: Hog prices steady to 10c lower. Thursday's top, \$6.00, with the following bulks: Good and choice 220 lbs. up, \$5.80@6.00; 200 to 220 lbs., \$5.50@5.85; 170 to 200 lbs., \$4.75@5.65; 140 to 170 lbs., \$3.75@4.75; slaughter pigs, \$2.00@3.25; feeder pigs, 75c@\$2.00; packing sows, \$5.50@5.75; stags, \$4.50@5.00. Medium grade, all weights, discounted generally 25@50c under good and choice.

SHEEP—Market on lambs took a nose dive, traceable to increased receipts in the aggregate and a weakening dressed lamb trade. Compared with Friday, lambs are 65@75c lower. Yearlings and aged sheep have been in light supply and are strong to 25c higher. Thursday's bulk sorted natives and fed wooled lambs, \$6.50@6.75; fed clipped lambs quoted \$6.00@6.50; good and choice fed yearlings, \$5.25@6.25; good and choice ewes, \$2.25@3.00.

ST. PAUL

By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.

So. St. Paul, Minn., Dec. 12, 1934.

CATTLE—Good to choice fed steers and yearlings were fully steady at \$6.00@8.00; shorter-feds down to \$5.00; plainer butcher steers, \$2.50@4.50; common to medium butcher heifers, \$2.00@4.00; cutter cows, \$1.00@1.75; beef cows, \$2.00@3.00 or better; cutter to medium bulls, \$2.00@3.00; medium to good vealers, \$3.00@4.50; choice, \$5.00.

HOGS—Hogs were strong to mostly

10c higher Wednesday, better 220 to 325 lbs. earning \$5.70@5.90; a few fancy hogs late to \$6.00; better 180 to 210 lbs., \$5.00@5.60; 160 to 170 lbs., \$4.35@4.85; 140 to 150 lbs., \$3.25@4.10; fat pigs, \$2.00@3.00, good sows mostly \$5.50.

SHEEP—Lambs declined 25c, placing bulk to packers at \$6.75; real heavyweights, \$5.75; common and medium, \$4.50@5.50; yearling wethers, \$4.25@5.50; slaughter ewes, \$1.75@2.75.

CORN BELT DIRECT TRADING.

Reported by U. S. Bureau of Agricultural Economics.

Des Moines, Ia., Dec. 13, 1934.

Demand for hogs at 22 concentration points and 7 packing plants in Iowa and Minnesota was broad during the current week and despite extremely heavy receipts, prices held steady to 5c lower than last week's close. Late general price range of good to choice 220 to 350 lbs., \$5.50@5.80, largely, \$5.60@5.80 delivered at plants, with numerous long railied consignments to \$5.85 or slightly above; 200 to 220 lbs., mainly \$5.25@5.70; 180 to 200 lbs., \$4.75@5.30; 160 to 180 lbs., \$3.95@4.85. Light lights, \$2.90@4.10; good packing sows, \$5.15@5.55, few to \$5.70; big weights down to \$5.00 and below.

Receipts unloaded daily for the week ended Dec. 13, 1934, were as follows:

	This week.	Last week.
Fri., Dec. 7.	36,100	24,700
Sat., Dec. 8.	33,900	7,600
Mon., Dec. 10.	49,400	34,800
Tues., Dec. 11.	27,900	27,200
Wed., Dec. 12.	31,600	52,400
Thurs., Dec. 13.	39,800	54,700

RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended Dec. 8, 1934:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended Dec. 8.	244,000	708,000	250,000
Previous week	176,000	488,000	210,000
1933	184,000	525,000	270,000
1932	190,000	570,000	302,000
1931	232,000	791,000	432,000
1930	232,000	754,000	412,000

Hogs at 11 markets:	Cattle.	Hogs.	Sheep.
Week ended Dec. 8.	648,000	648,000	648,000
Previous week	445,000	482,000	474,000
1933	482,000	500,000	701,000
1931	681,000	779,000	779,000
1929	185,000	568,000	190,000
1930	129,000	381,000	154,000
1931	143,000	393,000	195,000
1932	134,000	404,000	202,000
1933	172,000	619,000	336,000
1930	185,000	577,000	301,000
1929	186,000	600,000	236,000

At 7 markets:	Cattle.	Hogs.	Sheep and Lambs.
Week ended Dec. 8.	185,000	568,000	190,000
Previous week	129,000	381,000	154,000
1933	143,000	393,000	195,000
1932	134,000	404,000	202,000
1931	172,000	619,000	336,000
1930	185,000	577,000	301,000
1929	186,000	600,000	236,000

CANADIAN LIVESTOCK PRICES.

Leading Canadian centers, top livestock price summary, week Dec. 5:

BUTCHER STEERS.

Up to 1,050 lbs.

	Week ended Dec. 5.	Prev. week.	Same week, 1933.
Toronto	\$ 5.50	\$ 5.75	\$ 5.10
Montreal	5.25	5.50	5.50
Winnipeg	4.50	4.25	4.00
Calgary	4.00	3.50	4.00
Edmonton	4.00	4.00	4.00
Prince Albert	2.50	2.25	2.50
Moose Jaw	2.50	3.00	4.00
Saskatoon	2.75	2.50	3.00

VEAL CALVES.

	This week.	Last week.	Same week, 1933.
Toronto	\$ 7.50	\$ 7.50	\$ 7.50
Montreal	7.50	7.50	7.00
Winnipeg	5.50	5.50	7.00
Calgary	7.45	7.45	5.90
Edmonton	7.00	7.40	5.35
Prince Albert	6.85	7.10	5.70
Moose Jaw	7.00	7.25	5.35
Saskatoon	6.85	7.10	5.30

SELECT BACON HOGS.

	This week.	Last week.	Same week, 1933.
Toronto	\$ 8.50	\$ 8.50	\$ 6.50
Montreal	8.40	8.50	6.75
Winnipeg	7.25	7.50	5.75
Calgary	7.45	7.45	5.90
Edmonton	7.00	7.40	5.35
Prince Albert	6.85	7.10	5.70
Moose Jaw	7.00	7.25	5.35
Saskatoon	6.85	7.10	5.30

GOOD LAMBS.

	This week.	Last week.	Same week, 1933.
Toronto	\$ 7.25	\$ 7.00	\$ 8.50
Montreal	7.00	6.50	7.00
Winnipeg	6.00	6.25	6.50
Calgary	5.00	5.00	5.40
Edmonton	5.00	5.00	5.50
Prince Albert	4.50	4.50	4.50
Moose Jaw	5.00	5.00	4.50
Saskatoon	4.75	4.75	4.50

PACIFIC COAST LIVESTOCK.

Receipts of livestock at three large Pacific Coast points for the five-day period ended December 7 were as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles	7,490	3,039	344	1,013
San Francisco	2,450	275	5,450	6,000
Portland	2,100	253	3,500	4,600

At Los Angeles, in addition to above receipts, there were shipped direct to packers 29 carloads of cattle, 3 of calves, 91 of hogs and 58 carloads of sheep. Of the San Francisco receipts reported, 550 cattle, 175 calves, 3,650 hogs and 4,325 sheep were billed direct to packers.

CATTLE AND CALF KILL LARGE.

November slaughter under federal inspection and the slaughter for the 11 months of 1934, compared with like periods of 1933 are reported as follows:

	Cattle.	Calves.	Hogs.	Sheep and Lambs.
Nov. '34	1,232,365	494,992	4,022,858	1,368,138
Nov. '33	777,005	423,965	4,501,047	1,355,930
11 mos. ended	Nov. '34	12,075,100	6,893,684	39,390,418
11 mos. ended	Nov. '33	7,934,506	4,504,777	42,605,854
				15,963,435

KENNEDY-MURRAY LIVESTOCK BUYING ORGANIZATION

Cincinnati, Ohio Indianapolis, Ind.
 Detroit, Mich. Dayton, Ohio Nashville, Tenn. Omaha, Neb.
 Louisville, Ky. LaFayette, Ind. Montgomery, Ala. Sioux City, Ia.



RECEIPTS AT CENTERS

SATURDAY, DECEMBER 8, 1934.

	Cattle.	Hogs.	Sheep.
Chicago	800	15,000	4,000
Kansas City	500	2,000	300
Omaha	100	2,700	1,000
St. Louis	300	5,500	100
St. Joseph	400	2,500	1,000
Sioux City	200	1,700	600
St. Paul	800	3,000	800
Fort Worth	1,150	300	300
Milwaukee	400	1,400	100
Denver	300	1,000	1,000
Louisville	200	500	400
Wichita	300	400	400
Indianapolis	200	4,000	200
Pittsburgh	200	1,100	300
Cincinnati	600	1,900	200
Buffalo	900	900	200
Nashville	200	300	400
Oklahoma City	300	300	200

MONDAY, DECEMBER 10, 1934.

	Cattle.	Hogs.	Sheep.
Chicago	21,000	45,000	17,000
Kansas City	11,000	9,000	900
Omaha	9,000	16,500	5,000
St. Louis	4,500	20,000	3,500
St. Joseph	2,400	11,000	2,000
Sioux City	4,500	10,000	8,000
St. Paul	4,600	11,500	6,500
Fort Worth	3,200	500	500
Milwaukee	1,200	4,200	600
Denver	3,100	2,600	3,500
Louisville	100	500	500
Wichita	300	400	200
Indianapolis	1,000	13,000	1,000
Pittsburgh	1,100	4,000	2,300
Cincinnati	2,000	6,300	200
Buffalo	1,900	7,900	5,500
Cleveland	1,200	2,000	2,500
Nashville	200	200	300
Oklahoma City	1,400	900	400

TUESDAY, DECEMBER 11, 1934.

	Cattle.	Hogs.	Sheep.
Chicago	11,000	40,000	18,000
Kansas City	6,000	6,000	2,500
Omaha	7,500	13,500	6,500
St. Louis	4,000	15,500	2,500
St. Joseph	2,800	9,500	4,500
Sioux City	2,500	9,000	3,000
St. Paul	3,200	9,500	4,000
Fort Worth	1,300	500	400
Milwaukee	1,500	5,000	500
Denver	600	1,600	6,600
Louisville	200	500	400
Wichita	500	800	300
Indianapolis	2,000	9,000	2,500
Pittsburgh	1,000	1,000	1,000
Cincinnati	700	4,500	500
Buffalo	800	1,100	300
Cleveland	300	600	1,500
Nashville	300	500	200
Oklahoma City	1,500	500	400

WEDNESDAY, DECEMBER 12, 1934.

	Cattle.	Hogs.	Sheep.
Chicago	13,000	32,000	11,000
Kansas City	4,000	5,000	2,500
Omaha	7,000	14,000	2,500
St. Louis	3,000	15,500	3,500
St. Joseph	2,000	7,500	1,500
Sioux City	3,500	10,000	2,500
St. Paul	3,500	12,000	3,500
Fort Worth	3,200	300	300
Milwaukee	1,500	4,500	800
Denver	800	900	700
Louisville	200	500	500
Wichita	700	400	600
Indianapolis	1,200	9,000	1,500
Pittsburgh	200	1,000	1,000
Cincinnati	600	4,000	300
Buffalo	200	2,200	1,300
Cleveland	600	1,000	1,500
Nashville	200	300	200
Oklahoma City	1,300	900	300

THURSDAY, DECEMBER 13, 1934.

	Cattle.	Hogs.	Sheep.
Chicago	8,000	38,000	10,000
Kansas City	2,800	3,500	4,000
Omaha	4,500	15,000	2,500
St. Louis	2,000	13,500	2,500
St. Joseph	1,900	6,000	1,500
Sioux City	3,000	10,000	4,000
St. Paul	2,800	9,000	3,500
Fort Worth	1,300	600	500
Milwaukee	1,200	2,800	500
Denver	300	1,300	1,000
Louisville	400	500	500
Wichita	800	300	400
Indianapolis	1,000	12,000	2,000
Pittsburgh	400	2,300	1,800
Cincinnati	900	6,000	400
Buffalo	300	1,400	800
Cleveland	500	600	2,000
Nashville	200	900	400
Oklahoma City	1,400	800	200

FRIDAY, DECEMBER 14, 1934.

	Cattle.	Hogs.	Sheep.
Chicago	3,000	31,000	5,000
Kansas City	500	2,500	500
Omaha	2,000	12,500	2,000
St. Louis	1,300	13,500	1,000
St. Joseph	1,300	9,500	2,500
Sioux City	1,300	9,500	3,000
St. Paul	3,000	11,500	3,000
Fort Worth	600	600	3,000
Denver	300	1,300	1,900
Wichita	400	700	100
Indianapolis	700	10,000	1,200
Pittsburgh	100	2,500	1,000
Cincinnati	900	5,600	400
Buffalo	200	2,700	1,400
Oklahoma City	800	1,200	200

LIVESTOCK PRICES AT LEADING MARKETS.

Livestock prices at five leading Western markets, Thursday, Dec. 13, 1934:

	CHICAGO	E. ST. LOUIS	OMAHA	KANS. CITY	ST. PAUL
Lt. lt. (140-160 lbs.) gd-ch.	\$ 3.75@ 4.75	\$ 4.15@ 5.00	\$ 3.50@ 4.75	\$ 3.85@ 5.10	\$ 3.25@ 4.65
Lt. wt. (160-180 lbs.) gd-ch.	4.50@ 5.40	4.75@ 5.65	4.35@ 5.40	4.65@ 5.65	4.25@ 5.15
(180-200 lbs.) gd-ch.	5.20@ 5.80	5.40@ 5.95	5.00@ 5.80	5.35@ 5.90	4.85@ 5.50
Med. wt. (200-220 lbs.) gd-ch.	5.65@ 6.00	5.85@ 6.10	5.40@ 5.85	5.75@ 6.05	5.30@ 5.75
(220-250 lbs.) gd-ch.	5.90@ 6.20	6.00@ 6.10	5.75@ 6.00	5.85@ 6.00	5.55@ 5.90
Hvy. wt. (250-290 lbs.) gd-ch.	6.10@ 6.20	6.20@ 6.10	5.80@ 6.00	5.85@ 6.00	5.70@ 5.90
(290-350 lbs.) gd-ch.	6.10@ 6.20	6.00@ 6.10	5.80@ 6.00	5.85@ 6.00	5.05@ 5.90

PACKING SOWS:

(275-350 lbs.) good	5.65@ 5.80	5.40@ 5.65	5.60@ 5.75	5.60@ 5.75	5.40@ 5.50
(350-425 lbs.) good	5.60@ 5.75	5.35@ 5.60	5.60@ 5.75	5.50@ 5.65	5.30@ 5.50
(425-550 lbs.) good	5.50@ 5.70	5.25@ 5.50	5.50@ 5.70	5.35@ 5.55	5.15@ 5.40
(275-550 lbs.) medium	5.00@ 5.65	4.75@ 5.40	4.10@ 5.60	4.75@ 5.50	4.15@ 5.40

SLAUGHTER PIGS:

(100-130 lbs.) gd-ch.	2.50@ 3.75	2.00@ 3.85	1.75@ 3.50	1.50@ 3.75	2.00@ 3.25
Av. cost & wt. Wed. (pigs ex.)	3.84-212 lbs.	5.81-216 lbs.	5.10-191 lbs.	5.42-206 lbs.	.....
Slaughter Cattle, Calves and Vealers:					

STEERS:

(550-900 lbs.) choice	7.75@ 9.50	7.25@ 8.50	6.50@ 8.50	6.25@ 8.35	6.50@ 8.50
Good	6.25@ 8.75	6.00@ 8.25	5.50@ 8.00	5.40@ 7.75	5.75@ 8.25
Medium	4.50@ 6.50	4.00@ 6.25	4.00@ 5.75	3.75@ 5.75	3.85@ 5.75
Common	2.50@ 4.50	3.00@ 4.00	2.25@ 4.00	2.75@ 4.00	2.25@ 4.00

STEERS:

(900-1100 lbs.) choice	8.75@ 10.00	8.25@ 9.75	8.00@ 9.25	7.75@ 8.05	7.75@ 9.00
Good	6.50@ 9.75	6.50@ 9.25	5.75@ 8.25	5.75@ 8.25	5.50@ 8.15
Medium	4.50@ 6.50	4.25@ 6.25	4.25@ 6.25	4.00@ 6.00	4.00@ 6.00
Common	2.50@ 5.50	2.75@ 6.00	2.50@ 5.50	2.25@ 5.00	2.00@ 4.85

STEERS:

(1100-1300 lbs.) choice	9.50@ 10.25	8.25@ 9.00	8.25@ 8.85	8.15@ 9.25	8.15@ 9.25
Good	7.50@ 9.75	6.50@ 8.25	6.25@ 8.00	6.00@ 7.85	5.85@ 8.35
Medium	4.50@ 6.50	4.25@ 6.25	4.25@ 6.25	4.00@ 6.00	4.00@ 6.00
Common	2.50@ 5.50	2.75@ 6.00	2.50@ 5.50	2.25@ 5.00	2.00@ 4.85

HEIFERS:

(550-750 lbs.) choice	7.50@ 8.50	7.50@ 7.50	6.50@ 7.25	6.50@ 7.50	6.65@ 7.65
Good	5.50@ 7.50	6.00@ 6.75	5.50@ 6.50	5.40@ 6.50	5.65@ 6.50
Medium	3.50@ 5.50	3.00@ 5.00	3.00@ 4.50	2.50@ 4.00	3.00@ 4.00
Common-med.	2.50@ 5.50	2.75@ 6.00	2.50@ 5.50	2.25@ 5.00	2.00@ 4.85

HEIFERS:

(750-900 lbs.) gd-ch.	5.50@ 8.75	.....	5.00@ 7.50	4.75@ 7.65	4.85@ 7.75
Com-med.	2.50@ 5.50	2.50@ 5.00	2.25@ 4.75	2.15@ 4.85
Low-cut	1.25@ 2.00	1.00@ 2.25	1.25@ 2.00	1.00@ 2.75	1.85@ 3.00

COWS:

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PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, December 8, 1934, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	7,131	11,146	11,422
Swift & Co.	5,731	6,274	14,741
Morris & Co.	2,860	...	5,715
Wilson & Co.	3,997	10,341	9,167
Anglo-Amer. Prov. Co.	838	...	...
G. H. Hammond Co.	3,332	3,421	...
Shipplers	55,287	15,145	69,848
Others	10,450	46,398	11,010
Brennan Packing Co.	6,805	hogs	Hygrade Food Products Corp.
	2,950	hogs	Agar Packing Co.
	7,339	hogs	
Total:	57,304	cattle	6,147 calves; 109,828 hogs; 65,214 sheep.
Not including 1,451 cattle, 2,149 calves, 81,781 hogs and 7,727 sheep bought direct.			

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,830	1,844	8,644	2,945
Cudahy Pkg. Co.	3,434	1,599	3,250	5,296
Morris & Co.	2,191	1,527	...	1,495
Swift & Co.	3,209	1,916	10,311	3,311
Wilson & Co.	2,288	1,431	4,692	2,475
Independent Pkg. Co.	4,960	97	8,007	739
Others				
Total	19,981	8,414	35,325	14,261

OMAHA.

	Cattle & Calves.	Hogs.	Sheep.
Armour and Co.	5,754	20,377	5,477
Cudahy Pkg. Co.	6,681	12,453	6,033
Bold Pkg. Co.	1,232	8,282	...
Morris & Co.	3,680	363	2,962
Swift & Co.	7,265	8,597	6,446
Others		36,337	...
Eagle Pkg. Co.	17	28 cattle; Grt. Omaha Pkg. Co.	75 cattle; Omaha Pkg. Co.
			72 cattle; J. Roth & Sons, 65 cattle; So. Omaha Pkg. Co.
			100 cattle; Lincoln Pkg. Co.
			133 cattle; Sinclair Pkg. Co.
			284 cattle; Wilson & Co.
			276 cattle.
Total:	25,842	cattle and calves;	86,400 hogs; 19,918 sheep.

EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,430	923	7,690	4,604
Swift & Co.	3,814	3,004	6,782	4,133
Morris & Co.	1,920	2,181	1,782	...
Hunter Pkg. Co.	1,860	...	4,418	541
Hell Pkg. Co.	...	...	2,339	...
Krey Pkg. Co.	...	...	4,994	...
Laclede Pkg. Co.	424	...	1,405	...
Shipplers	4,953	3,622	39,522	3,625
Others	3,152	283	20,666	496
Total	18,553	10,013	99,508	13,399

Not including 3,730 cattle, 3,886 calves, 44,379 hogs and 2,957 sheep bought direct.

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Krey Pkg. Co.	26	7	243	...
Seeloff Pkg. Co.	172	9	970	...
Laclede Pkg. Co.	71	1	242	...
Sokolik Pkg. Co.	71	33	...	29
Glazer Pkg. Co.	21	...	27	...
Staats Pkg. Co.	21	...	...	...
Shipplers	...	100	1,741	1,027
Others	520	157	255	33
Total	881	340	3,460	1,116

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	3,741	1,468	28,210	8,057
Armour and Co.	4,513	1,516	21,506	3,345
Others	2,448	106	9,798	...
Total	10,702	3,060	59,513	11,382

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	3,223	770	14,424	7,515
Armour and Co.	3,565	785	15,559	6,980
Swift & Co.	2,044	671	8,813	4,086
Shipplers	3,101	...	19,930	2,634
Others	296	24	92	...
Total	12,829	2,250	58,818	21,215

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,406	973	3,145	1,354
Dold Pkg. Co.	423	128	2,224	4
Wichita D. B. Co.	10	...	...	...
Dunn-Osterhout	78	...	324	2
Fred W. Dold	127	...	67	...
Sunflower Pkg. Co.	81	...	67	...
Total	2,167	1,101	5,760	1,300

Not including 31 cattle and 1,900 hogs bought direct.

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,364	626	1,885	981
Wilson & Co.	4,858	965	1,825	1,065
Others	248	30	470	...
Total	7,470	1,621	4,180	2,046

Not including 3,360 hogs bought direct.

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,682	668	3,228	5,677
Swift & Co.	878	1,145	3,801	7,531
Others	1,350	160	2,763	2,059
Total	3,890	1,973	9,792	15,267

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,682	668	3,228	5,677
Swift & Co.	878	1,145	3,801	7,531
Others	1,350	160	2,763	2,059
Total	3,890	1,973	9,792	15,267

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Dec. 3	15,178	2,119	30,009	11,206
Tues., Dec. 4	12,901	2,678	49,994	12,044
Wed., Dec. 5	14,343	3,138	42,554	19,674
Thurs., Dec. 6	9,921	2,710	38,635	10,558
Fri., Dec. 7	3,398	1,183	28,890	10,704
Sat., Dec. 8	800	400	15,000	4,000

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Dec. 3	4,024	477	2,635	4,072
Tues., Dec. 4	3,593	499	1,671	2,421
Wed., Dec. 5	3,646	538	3,216	2,351
Thurs., Dec. 6	2,599	440	2,545	3,240
Fri., Dec. 7	2,200	70	4,141	2,744
Sat., Dec. 8	200	100	500	1,000

	Total receipts for month and year to Dec. 8, with comparisons:		
	December	Year	
1934.	1933.	1933.	
1933.	1932.	1932.	
1932.	1931.	1931.	
1931.	1930.	1930.	
1930.	1929.	1929.	

Total receipts for month and year to Dec. 8, with comparisons:

	Cattle.	Hogs.	Sheep.
Week ended Dec. 8	37,146	168,903	43,973
Previous week	32,452	132,548	49,732
1933	25,400	137,700	58,500
1932	20,842	148,273	46,540
1931	33,222	207,314	81,764
1930	35,121	170,297	66,063
1929	33,727	205,828	54,693

HOG RECEIPTS, WEIGHTS AND PRICES.

Receipts, average weights and top and average prices of hogs with comparisons:

No.	Avg. Wgt.	Top	Avg.
Rec'd.			
Week ended Dec. 8	216	\$ 6.30	\$ 7.75
Previous week	213	6.10	6.00
1933	5.35	3.40	2.60
1932	5.85	2.20	1.75
1931	7.65	4.25	2.10
1930	10.50	8.20	7.85
1929	12.75	9.25	5.00

Av. 1929-1933 ... \$ 8.40 \$ 5.65 \$ 2.90 \$ 7.70

SUPPLIES FOR CHICAGO PACKERS.

	Cattle.	Hogs.	Sheep.
Week ended Dec. 8	37,146	168,903	43,973
Previous week	32,452	132,548	49,732
1933	25,400	137,700	58,500
1932	20,842	148,273	46,540
1931	33,222	207,314	81,764
1930	35,121	170,297	66,063
1929	33,727	205,828	54,693

CHICAGO HOG SLAUGHTERS.

Hogs slaughtered at Chicago under federal inspection for week ended Dec. 7, 1934:

	Dec. 7	1933

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GRADING OF RELIEF HIDES.

According to information received by the Institute of American Meat Packers from Dr. J. J. Hayes, in charge of the handling of government-owned hides and skins for the Federal Surplus Relief Corporation, government bills of lading and shipping instructions were sent last week to B.A.I. inspectors-in-charge, who will arrange for disposal of hides and skins held by packers for FSRC account.

In circular letter No. 1849, released by the Bureau of Animal Industry, several weeks ago, no reference was made to classification of Colorado and Texas brand hides. Dr. Hayes states "at these two grades of hides are to be placed in the grade "butt branded steers."

Instructions in circular letter No. 1849 state that all coverings in grade C packs (under 23 lbs.) weighing, when taken up, 21 lbs. and up (instead of 23 lbs. and up), will be classed as hides rather than as skins. Officials of the FSRC state that this change in weight classification, which is made in order to offset the absence of shanks, and thereby adjusting the weight to tanner specifications, will not interfere in any way with the basis for billing the FSRC for curing the skins in the "C" packs.

They state further that packers will be paid on the basis of coverings originally placed in the "C" packs, regardless of weight, since coverings placed in that classification originally not only were estimated to weigh 23 lbs. or less when cured, but also were given the calfskin trim and cure in accordance with specifications. Likewise, the charge for curing hides will apply to all coverings in "A" and "B" packs, regardless of weight of coverings when taken up.

REPORT ON CANNED MEAT.

(Continued from page 22.)

found healthful, wholesome, and in every way fit for human food, and there is no reason why it should not be distributed."

In reviewing the evidence developed by the Department of Agriculture, Dr. R. H. Kerr, in charge of meat inspection laboratories of the Bureau of Animal Industry, made the following statement:

"At the time the illnesses in several families on relief were noticed, about 15,000 cans of beef from two cars supplied by one packer had been distributed throughout Toledo and nearby territory. The balance of this shipment, about 30,000 cans, was immediately collected and returned to the warehouse and held under seal. This was done in spite of the fact that the reported cases of illness were limited to families in which children were attending two schools and were not spread throughout the territory where this meat had been distributed. Investigation by Department men showed that usually only one or two persons out of several in a family had

been affected, although in most cases others in the family had eaten the meat.

Due to Lack of Balanced Diet.

"All of the families investigated were living on a restricted diet. There was a lack of fresh vegetables and milk for the children. We also found that in many of these homes sanitary conditions and food handling practices were bad.

"Few of the sick children were attended by a physician. In one of these few cases, the physician reported the children affected appeared to be greatly undernourished. No evidence of unsoundness of the meat at the time the can was opened was reported. The sanitary condition in this home was intolerable. I do not attribute the illness to the canned meat, but rather to the extreme unsanitary condition in the home and careless methods of handling food." In the family which the doctor reported on, the parents were not sick; in fact, there was no sickness among parents in any of these families, although the parents commonly ate of the meat just as the children did."

The representative of the Food and Drug Administration sent 62 cans of the Toledo relief meat to the Food and Drug Administration Laboratory at Washington, and the Bureau of Animal Industry meat inspector of Detroit sent 26 cans to the meat inspection laboratories at Washington. Exhaustive tests by the Food and Drug Administration showed the 62 cans bacteriologically sterile, and the meat inspection laboratory after physically examining them found the meat sound.

It Was Not Food Poisoning.

The meat inspectors also found the 26 cans sound and with good vacuum, an indication that no spoilage had occurred. Six cans out of this lot were kept at a temperature suitable for the development of organisms, if present, and no change occurred, showing the product had been properly processed. Then the Food and Drug laboratories fed meat from all of the cans to the test cats, who ate the meat with relish, and as added proof that it was good, were meowing for more next morning.

Dr. Mohler, commenting upon the case, was emphatic in saying that it had not been established on any tenable ground that there had been any food poisoning at all, let alone canned meat poisoning. It is quite possible, he said, that some of the food carelessly handled in the home may have been responsible for some of these cases of illness, but he pointed out that the small number of cases reported pointed to no central infection or pollution.

In view of the failure of anybody, including inspectors who went to Toledo and the laboratory scientists at Washington, to find any unsound cans of meat, he said he could not find that there had been any laxity in the inspection of the emergency meat. This inspection, he said, is carried on in exactly the same manner as the usual

inspection of animals, carcasses and packing plants is carried on regularly throughout the year at all establishments doing an interstate business.

N. Y. HIDE FUTURE PRICES.

Saturday, Dec. 8, 1934—Old Contracts—Close: Dec. 7.10n; sales none. Closing unchanged. Standard—Close: Dec. 8.60@8.65; Mar. 8.92@8.94; June 9.29 sale; Sept. 9.59@9.62; Dec. (1935) 9.89 @9.92; sales 43 lots. Closing 4@7 higher.

Monday, Dec. 10, 1934—Old Contracts—Close: Dec. 7.10n; sales none. Closing unchanged. Standard—Close: Dec. 8.60n; Mar. 8.89@8.90; June 9.25 sale; Sept. 9.57 sale; Dec. (1935) 9.85@9.95; sales 64 lots. Closing 3 lower to 7 higher.

Tuesday, Dec. 11, 1934—Old Contracts—Close: Dec. 7.00n; sales none. Closing 10 lower. Standard—Close: Dec. 8.46@8.55; Mar. 8.73@8.80; June 9.13 sale; Sept. 9.44 sale; Dec. (1935) 9.70@9.80; sales 33 lots. Closing 12@16 lower.

Wednesday, Dec. 12, 1934—Old Contracts—Close: Dec. 7.10n; sales none. Closing 10 higher. Standard—Close: Dec. 8.61b; Mar. 8.92@8.98; June 9.25 @9.27; Sept. 9.60 sale; Dec. (1935) 9.85n; sales 50 lots. Closing 12@19 higher.

Thursday, Dec. 13, 1934—Old Contracts—Close: Dec. 7.30n; sales none. Closing 20 higher. Standard—Close: Dec. 8.85n; Mar. 9.10 sale; June 9.45@9.46; Sept. 9.82 sale; Dec. (1935) 10.10n; sales 219 lots. Closing 18@25 higher.

Friday, Dec. 14, 1934—Old Contracts—Close: Dec. 7.25n; sales none. Closing 5 lower. Standard—Close: Dec. 8.75n; Mar. 9.06@9.08; June 9.40 sale; Sept. 9.78 sale; Dec. (1935) 10.05n; sales 86 lots. Closing 4@10 lower.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended December 8, 1934, were 5,553,000 lbs.; previous week, 5,456,000 lbs.; same week last year, 5,466,000 lbs.; from January 1 to December 8 this year, 240,819,000 lbs.; same period a year ago, 214,697,000 lbs.

Shipments of hides from Chicago for the week ended December 8, 1934, were 7,512,000 lbs.; previous week, 6,857,000 lbs.; same week last year, 6,252,000 lbs.; from January 1 to December 8 this year, 289,064,000 lbs.; same period a year ago, 246,330,000 lbs.

WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, for the week ended Dec. 8, 1934:

Week ending:	New York	Boston	Phila.
Dec. 8, 1934.....	22,028	.....	.....
Dec. 1, 1934.....	22,888	160	.....
Nov. 24, 1934.....	7,787	.....	.....
Nov. 17, 1934.....	9,913	.....	.....
	828,712	59,385	40,238
Dec. 9, 1933.....	27,798	770	207
Dec. 2, 1933.....	18,045	8,000	14,495
	1,504,171	91,027	104,593



Hides and Skins

Weekly Market Review

Chicago.

PACKER HIDES—Packer hide market active from mid-week on, with prices for steers established at a full cent over last trading prices, or a half-cent over the prices bid and declined last week. Heavy native cows sold steady, bulls advanced a half-cent, and current take-off light native cows and branded cows could have been sold at a half-cent over last trading prices to Exchange operators, or a cent over tanners' ideas last week.

Total movement for the week was well over 100,000 hides. In addition to these sales, one packer booked an undisclosed quantity to private tanning account, and also sold 10,000 light native cows at close of previous week, when 6,000 more heavy cows sold in another direction. One packer also released late last week an earlier sale of 30,000 Aug. branded cows at 7c.

One packer sold 40,000 hides, including native steers at 11c, butt branded steers 10½c, and Colorados 10c. In addition to this, couple cars all-heavy native steers sold earlier at 11c, with lights at 9½c. A few extreme light native steers moved at 8½c and later around 6,000 reported at 8½c. Two packers sold 4,000 butt branded steers at 10½c, and 5,700 Colorados at 10c. Heavy Texas steers quotable at 10½c; 1,000 light Texas steers made 9½c, with 300 earlier at 9½c.

About 2,400 heavy native cows reported at 8½c, in addition to 6,000 late last week, and this is best bid. One lot of 10,000 light native cows went late last week at 8c for Oct.-Nov. take-off to tanners; 25,000 sold mid-week at 8c for Oct. forward, and later bids of 8½c declined. One packer sold 2,500 Denver hides, mostly branded cows, at 7½c; later 8,000 branded cows sold at 7½c, and tanner bids of 8c later declined.

Total of about 6,000 bulls moved at 7½c for natives and 6½c branded.

SMALL PACKER HIDES—Chicago small packer all-weights of current take-off quoted nominally around 7½c @ 8c for native steers and cows, branded ½c less. Outside small packer lots moving at from 7½c, selected, for best free of drought natives, down to 6c for lots including drought slaughter.

Local small packer association sold 800 Dec. heavy native cows at 8½c, 2,000 Dec. light native cows 8c, and 1,000 Dec. branded cows 7½c; later sales included 750 Nov.-Dec. native steers at 11c, and a car Colorados at 10c.

FOREIGN WET SALTED HIDES—Argentine market active, with slightly higher prices paid on each lot of hides

sold. Total of 8,000 frigorifico steers sold at close of last week equal to 9½c, c.i.f. New York, or steady with earlier trading. Early in week, 8,000 more moved equal to 9½c @ 9½c, 4,000 at 5½c @ 10c, 2,000 at 60 pesos or 10½c @ 10½c, and final sales equal to 10½c, c.i.f. New York.

COUNTRY HIDES—Country hides are a bit stronger but the plentiful supply of small packer light stock available throughout the country due to increased slaughter for account of state agencies tends to prevent the country market from reflecting the strength of the packer market. All-weights quoted 5½c @ 6c, selected, delivered, for trimmed hides. Heavy steers and cows around 5½c. Buff weights sold at 6½c, trimmed, but a bit difficult to secure this. Sales of trimmed extremes reported at 7c, with slightly better asked. Bulls around 3½c @ 4c; glues about 3½c @ 4c. All-weight branded around 4½c @ 4½c, flat, less Chicago freight.

CALFSKINS—One packer sold 7,500 Nov. picked point calfskins late this week at 16c for heavies 9½/15-lb., and 14c for lights under 9½-lb., or a cent advance. Generally asking 16c for northern heavies, 15c for River point heavies, and 14c for lights; bids at a cent or slightly less under these figures declined.

Chicago city calfskins stronger; a mixed lot of 3,000 sold at 11c for 8/10-lb. and 13c for 10/12-lb., with a straight car 8/10-lb. later at 11c; lights appear firmer than heavies, which are generally quoted around 12½c. Outside cities, 8/15-lb., quoted 10½c @ 11c; mixed cities and countries 8½c @ 9c; straight countries about 7½c. Chicago city light calf and deacons last sold at 75c but nominally a shade higher.

KIPSKINS—Trading awaited to establish market on packer kipskins. Last trading on Oct. southern natives was 9½c, indicating 10½c nom. for northerns; Sept. over-weights last sold at 9½c for northerns, and Aug. to Oct. branded moved last week at 7½c. Packers' ideas around 11c for northern natives.

Chicago city kipskins last sold at 9½c. Outside cities quoted 9@9½c; mixed cities and countries about 7½c @ 8c; straight countries around 7c.

One packer sold Nov. regular slunks at 65c, as against 60c paid to another packer last week.

HORSEHIDES—Market firmer, with good city renderers quoted \$2.75 @ 3.00, top asked; mixed city and country lots \$2.40 @ 2.60.

SHEEPSKINS—Dry pelts generally quoted 11 @ 12c, delivered Chicago, for full wools, short wools half-price. Pro-

duction of shearlings continues very light at this season; last trading prices generally quoted, 45c for No. 1's, 35c for No. 2's, and 25c for clips, but lack of offerings prevents trading. No. 1's alone could be sold at 47½c, but probably necessary to shade the No. 2's and clips about 5c to move them alone. Pickled skins selling at \$2.75 per doz. and more wanted; some packers' last sales \$3.00 per doz.; interest appears to be sufficient for the limited offerings. Big packer lamb pelts quoted up to \$1.50 @ 1.60 per cwt. live lambs, or \$1.25 @ 1.35 each for that weight and quality; an independent packer recently secured \$1.45 per cwt. Outside small packer pelts around 65 @ 75c each.

New York.

PACKER HIDES—At close of last week, about 3,000 Nov. butt brands sold at 10c, and 5,000 Nov. Colorados at 9½c, leaving Nov. hides fairly well sold up. Early this week one packer sold Dec. native steers at 11c, steady. Bids of 10½c for Dec. butts and 10c for Colorados since reported declined.

CALFSKINS—Market appears steady on calfskins and the trading during past two weeks leaves market in fairly good shape. Couple cars collector's calf sold this week at \$1.00 for 5-7's, \$1.25 for 7-9's, and \$2.00 for 9-12's. Last sales of packer calf, previous week, were at \$1.15, \$1.35 and \$2.15 for the three weights.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended Dec. 14, 1934, with comparisons, are reported as follows:

PACKER HIDES.

Week ended Dec. 14. Prev. week. Cor. week, 1933.

Spr. nat.	strs. ....11	@11½n	10½c @ 11n	10	@ 10½n
Hvy. nat. str.	strs. ....10	@10½	10 @ 10½		@ 10
Hvy. butt brnd'd	strs.	@10½	@ 9½		@ 10
Hvy. Col. str.	strs. ....@10		@ 9		@ 9
Ex-light Tex.	strs.	@ 8	7 @ 7½n		@ 9½
Brnd'd. cows.	strs. ....@8b	7	@ 7½		@ 9½
Hvy. nat. cows	strs. ....@8½b		@ 8½		@ 9½n
Lat. nat. cows	strs. ....@8½b	7½	@ 8	10	@ 10½
Nat. bulls ..	strs. ....@7½		@ 7		@ 6½n
Brnd'd. bulls.	strs. ....@6½	6	6 @ 6½	5½ @ 6n	@ 15
Calfskins	strs. ....@6½	6	6 @ 6½	15½ @ 22	
Nat. nat. mat.	strs. ....@10½@11	13	6 @ 15b	15½ @ 22	
Kips, ov-wt.	strs. ....@9½@10		6 @ 9½		@ 14
Kips, brnd'd.	strs. ....@7½	8	6 @ 7½		@ 12
Slunks, reg..	strs. ....@65	60	65 @ 65	80 @ 85	
Slunks, hrs..35	strs. ....@50	35	60 @ 50	40 @ 50	

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND CHICAGO SMALL PACKERS.

Nat. all-wts.	strs. ....@8n	7	@ 7½n	9	@ 9½
Brnd'd.	strs. ....@7½n	6½	@ 6½n	6	@ 6½
Nat. bulls ..	strs. ....@7n		@ 6½n	5½	@ 6
Brnd'd. bulls.	strs. ....@6n		@ 5½n	5½	@ 6
Calfskins	strs. ....@13	10	@ 12	14½	@ 17
Kips	strs. ....@9n	9	@ 9½		@ 13½
Slunks, reg..40	strs. ....@50n	40	@ 50n	65	@ 70
Slunks, hrs..30	strs. ....@30n	20	@ 30n	30	@ 35n

COUNTRY HIDES.

Hvy. steers.	strs. ....5½ @ 5½	5	@ 5½	6½ @ 7	
Hvy. cows.	strs. ....5½ @ 5½	5	@ 5½	6½ @ 7	
Buffs	strs. ....6 @ 6½	5½	@ 5½	6½ @ 7	
Extremes	strs. ....7 @ 7½	6½	@ 6½	8½ @ 8½	
Bulls	strs. ....3½ @ 4	3½	@ 4	4½ @ 4½	
Calfskins	strs. ....@7½		@ 7½	9½ @ 10	
Light calf	strs. ....@7½		@ 7½	9½ @ 9½	
Deacons	strs. ....@25 @ 35n	25	@ 35n	50 @ 60n	
Slunks, reg..15	strs. ....@25 @ 35n	25	@ 35n	50 @ 60n	
Slunks, hrs..5	strs. ....@10n	5	@ 10n	6 @ 10n	
Horsehides	strs. ....2.40 @ 3.00	2.20 @ 2.75		2.90 @ 3.50	

SHEEPSKINS.

Pkr. lambs.	strs. ....1.25 @ 1.35	1.10 @ 1.20		1.50 @ 1.75
Sml. pkr.	strs. ....@75	65	@ 75	1.20 @ 1.25
Deacons	strs.@25 @ 35n	25	@ 35n	50 @ 60n
Slunks, reg..15	strs.@25 @ 35n	15	@ 25n	50 @ 60n
Slunks, hrs..5	strs.@10n	5	@ 10n	6 @ 10n

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likewise increases the efficiency of
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extreme mildness, Diamond Crystal
does not burn the tissues of the meat
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And the finished product will yield
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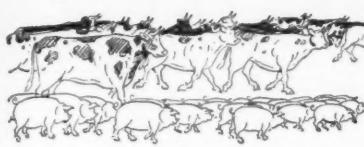
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MEAT TRAIL

GLIMPSES OF THE OLD DAYS.

(From The National Provisioner of Dec. 18, 1909.)

A bill was introduced in Congress by Representative Burleson of Texas to abolish the 10-cent tax on colored margarine and the quarter-cent tax on the uncolored product, and substitute a uniform tax of 2 cents per pound on all margarine. (Due to dairy lobby opposition, it never came to a vote.)

Meat exports for the eleven months of 1909 were the smallest for many years, their value being 23 millions less than 1908, 42 millions less than 1907 and 52 millions less than 1906. Canned beef exports totalled nearly 16 million pounds for the 11 months.

Meat situation in Germany is reported as critical, with a meat shortage in prospect, due to government policy of barring meat imports to benefit German agrarians.

Movement in Detroit to get the railroads to give the city a daily livestock market, instead of only two or three days a week. Hammond, Standish & Co., Sullivan Packing Co., Parker, Webb & Co., Newton Beef Co., Michigan Beef Co. and Nagle Packing Co., Jersey City, were leading slaughterers. Hammond, Standish & Co. was enlarging its plant and Parker, Webb & Co. has just moved into a new plant.

Plant of the Corn Belt Packing Co., Fort Dodge, Iowa, was destroyed by fire.

Moran & Co. were rebuilding their plant at San Francisco, Calif.

The American Meat Packers' Association announced the admission of nine new active members and ten new associate members.

A retail meat dealer at Utica, N. Y., turned the tables on the grocers by adding a grocery department to his market.

The Michigan supreme court rendered a decision permitting the use of cereal in sausage in that state.

Iowa State College won the grand championship fat steer prize at the 1909 International Show (as it did at the 1934 show) and 53 other awards in addition.

August C. Hofmann, jr., president of the New York State Retail Meat Dealers' Association, answered Secretary of Agriculture Wilson's charge of high retail meat profits by showing that meat retailers made smaller margins than those in any other line.

Vice president L. B. Patterson, gen-

eral superintendent Fred Cowin, head cattle buyer Tom Cross and beef expert V. C. Munnecke of the National Packing Co. were visitors to the New York Christmas beef shows.

Swift & Company's sales of fresh beef in Chicago for the week ended December 11, 1909, averaged 7.89c per pound.

Average prices of livestock paid by packers at Chicago during the week of December 11, 1909, were: cattle, \$5.75; hogs, \$8.45; sheep, \$4.95; lambs, \$7.65. Hog prices in the like period of 1908 were \$6.05, in 1907 they were \$5.15 and in 1906 the average was \$5.55.

Wholesale fresh meat prices quoted at Chicago for the week of December 11, 1909, were: good native steers, 11½@12½c; medium, 9½@10½c; heavy steer loins, 22½c; heavy steer ribs, 18c; light carcass veal, 9½c; round dressed lambs, 13½c; dressed hogs, 11@11½c; pork loins, 13½c. Smoked hams, 12-lb. av., were quoted at 16½c and fancy breakfast bacon 21½c.

EBERHART WITH ARNOLD BROS.

Announcement is made this week by president Hugo Arnold, of Arnold Bros., Chicago, of the appointment of A. L. Eberhart as general manager of the company. Mr. Eberhart assumed his duties on December 10.



MERCHANDISING LEADER.

A. L. Eberhart, past master in packer salesmanship, this week joined Arnold Bros., Chicago, as general manager.

One of the best-known executives in the industry, "Al" Eberhart has a record of merchandising success extending over more than 35 years. After making a name for himself as a trainer of salesmen with Swift & Company many years ago, Mr. Eberhart joined Geo. A. Hormel & Co., Austin, Minn., and helped to build that company to its standing as a leader in the industry. Later he joined the Jacob Dold Packing Co. when it established a plant at Omaha, and built an organization there which has graduated a number of young men into the ranks of successful packinghouse executives. He left Dold to join Albert Cross in Chicago in the firm of Cross, Roy, Eberhart & Harris, later returning to the Dold company as general manager at Wichita.

"We consider ourselves fortunate," says Hugo Arnold, "in inducing Mr. Eberhart to join our organization, and look to further steps forward in development of our business with 'Al' on our team."

PACKERS' COMMITTEE MEETINGS.

Several committee meetings at the Institute of American Meat Packers called an unusual number of packers to Chicago during the past week.

Outside packers attending the meeting of the committee on distribution included A. C. Sinclair, vice president, Kingan & Co., Indianapolis; Isaac Powers, president and general manager, Home Packing & Ice Co., Terre Haute, Ind.; J. C. Stentz, treasurer, John Morrell & Co., Ottumwa, Ia.; R. A. Rath, vice president, Rath Packing Co., Waterloo, Ia.; H. H. Corey, vice president, Geo. A. Hormel & Co., Austin, Minn., and F. G. Duffield, vice president, Jacob E. Decker & Sons, Mason City, Ia.

The following outside packers attended the committee meeting on beef operations: Wm. Diesing, vice president, Cudahy Packing Co., Omaha, Neb.; D. W. Allerdice and Ray S. Paul, beef department, Kingan & Co., Indianapolis, Ind., and S. B. Dietrich, vice president, Hunter Packing Co., East St. Louis, Ill.

A joint meeting of the industrial relations committee and the committee on labor code was attended by G. D. Straus, president and general manager, Memphis Packing Co., Memphis, Tenn.; A. C. Bolz, manager, Oscar Mayer & Co., Madison, Wis.; Louis E. Kahn, second vice president and M. C. Schumann, superintendent, E. Kahns' Sons Co., Cincinnati, Ohio; M. F. Dugan, treas-



Equal to Two Plates for the Price of One—and Guaranteed for 10 Years!

Do away with the annoyance of renting your plates and knives—it is expensive and very unsatisfactory, as you likely have already experienced. Own your own plates and knives and be independent. Use the Famous C. D. Triumph Plates and O. K. Knives with changeable blades.

The Triumph plates are guaranteed to outlast any four so-called hard steel plates on the market. They can be used on two sides, equal to two plates for the price of one. They will last several years before resharpening and are guaranteed for ten years.

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THE SPECIALTY MANUFACTURERS SALES CO.
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SUPERIOR SAUSAGE without excessive cost!

SAUSATONE is a great step forward in the production of quality sausage. It gives binding qualities even greater than hot bull meat, provides remarkable protection against shrink. It gives unimpaired flavor, true color and full casings at all times.

SAUSATONE has a natural meat flavor—can be used without detracting from the flavor of meat ingredients. It enhances the natural color of sausage products, without the use of dyes. It can be used without excessive cost!

Get full particulars about SAUSATONE—today! Samples sent without obligation.

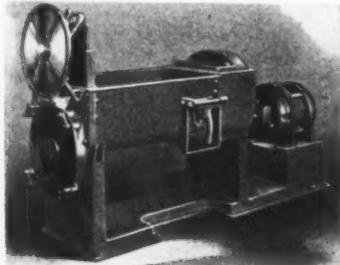
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Sausatone

THE PERFECT SAUSAGE BINDER

SHELLABARGER GRAIN PRODUCTS CO.
DECATUR, ILLINOIS

The New KUTMIXER



For better profit in cutting and mixing investigate this new . . . KUTMIXER.

THE HOTTMANN MACHINE COMPANY
3325 ALLEN ST. PHILADELPHIA, PA.

for the HOLIDAY RUSH

Don't worry about deliveries on ham bags for your holiday hams! We have prepared an ample large stock to take care of all last-minute orders.

Shipment will be made the same day your order is received. How many shall we send?



fred lehman

State 1637

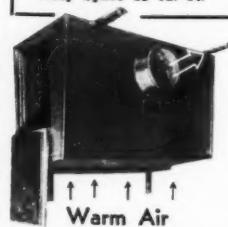
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The World's Largest Knitters of Stockinette Fabrics

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Refrigeration

Model A: Cap. 150
lbs. Wt. 140
Body Space 11 cu. ft.



The Modern COMMERCIAL BODY COOLING UNIT

Circulates cold air to TOP of body by positive fan driven from car battery. Uses wet ice—low operating cost. Maintains uniform 40°-50° temperature. Ask for particulars!

THEURER
WAGON WORKS, INC.
INSULATED—REFRIGERATED
COMMERCIAL BODIES
New York City North Bergen, N. J.

urer, Geo. A. Hormel & Co., Austin, Minn., and H. M. Shulman, director of purchases and mechanics, Hammond Standish & Co., Detroit, Mich.

CHICAGO NEWS NOTES.

Isaac Powers, head of the Home Packing & Ice Co., Terre Haute, Ind., returned recently from a trip to Germany.

L. H. Guthery, Powers-Begg Company, Jacksonville, Ill., was a visitor to Chicago this week.

K. G. Potts, well-known packing-house specialty salesman, is now with the American Soya Products Corporation, Evansville, Ind., as Eastern representative, with headquarters at 40 Worth street, New York City.

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 36,492 cattle, 7,245 calves, 81,252 hogs and 40,052 sheep.

Provision shipments from Chicago for the week ended Dec. 8, 1934, with comparisons, were reported as follows:

Week	Previous	Same
Dec. 8.	week.	week.
Cured meats, lbs.	14,909,000	10,607,000
Fresh meats, lbs.	56,349,000	43,871,000
Lard, lbs.	4,590,000	4,020,000
		6,677,000

By agreement between packers and the Chicago sanitary district authorities, the latter will make an inspection of sewage conditions in Packington, as a basis for recommending a method of treatment of industrial waste for that district. The aim of the sanitary district, it is said, is to provide either for the erection of a sewage disposal plant for the yards area, or to require packers to provide sewage disposal plants.

CHICAGO MEAT MEN BANQUET.

On Saturday, December 8, the Chicago Meat Packers' and Wholesalers' Association held a banquet and dance in the Medinah Club. The affair was a marked success, 800 people attending the banquet, among whom were packers and allied trades representatives, with their wives and friends. Ninety different concerns were represented. The party started at eight o'clock Saturday evening and broke up in the "wee small" hours. Roy Patterson and his



MAX ROTHSCHILD.
Chairman Banquet Committee.

orchestra furnished music for the dancing and a splendid floor show was another feature of the entertainment, with favors for all the guests.



GEORGE A. BEHLING.
Secretary Chicago Meat Packers' and Wholesalers' Association.

To Max Rothschild, president, M. Rothschild & Co., belongs much of the credit for this affair, and from the letters stacked on his desk and the telephone messages he is receiving, he must realize that his friends appreciate his efforts. He was ably assisted by George A. Behling of the Supreme Packing So., secretary of the association. Both Mr. Rothschild and Mr. Behling wish to thank the board of directors for the flowers which were sent them in appreciation of their efforts.

This organization is composed of 37 members, mostly packers and wholesalers in the Fulton Market district. Officers are: President, Wm. Youngblood, Glenn & Anderson; vice president, Joseph Roti, Fulton Market Provision Co.; secretary and treasurer, George A. Behling, Supreme Packing Company.

ORDERED "P. D." TO GET OUT.

Fred C. Shaw, the man who once won recognition by ordering Philip D. Armour to "get out of the way," died on December 4 at his home in South Haven, Mich., at the age of 65. Mr. Shaw was a timekeeper for Armour and Company in the horse and buggy days of 1893.

At that time the late P. D. Armour was engaged in his titanic grain market struggle with Joseph Leiter. The latter controlled all of the grain storage space and had "cornered" the wheat market. Mr. Armour found it necessary to build a 15 million bushel grain elevator in a hurry to fulfill his contracts with Mr. Leiter. Young Shaw was sent to the construction job on Goose Island as a timekeeper.

"P. D." drove out to the job and left his buggy standing in the way of construction wagons. Mr. Shaw didn't recognize the driver of the horse and he protested loudly,

"Hey, you, get that rig out of the way," he shouted. Mr. Armour heard him, drove his horse to one side, and placed Mr. Shaw in charge of the elevator construction as his personal representative. The job was finished in forty days, a record for construction

H. P. HENSCHIEN

ARCHITECT

Established since 1909

PACKING PLANTS — PLANT ADDITIONS
RECONDITIONING FOR GOVT. INSPECTION
59 E. Van Buren St., Chicago, Ill.

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Precision Made Branding and Marking Devices

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age and Smoked
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ers for Beef and
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NINTH AND NOBLE STREETS
PHILADELPHIA

PROVISION BROKER

HARRY K. LAX, General Manager

Member of New York Produce Exchange
and Philadelphia Commercial Exchange

END SAUSAGE COOKING TROUBLES *with* **the Jourdan Process Cooker**

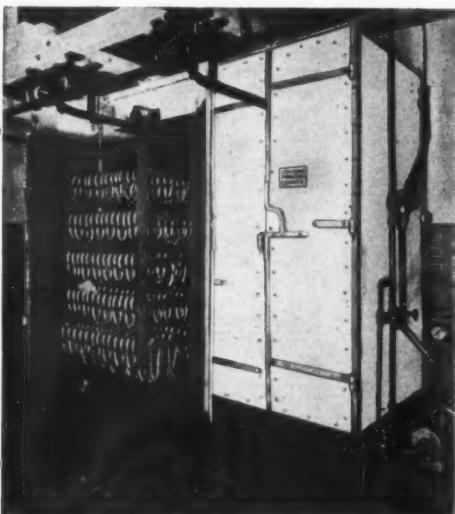
The JOURDAN Process Cooker is the answer to every sausage cooking problem! Makes cooking a systematic process, eliminates all guesswork. Cooks entire batch of sausage at once—evenly, thoroughly, in less time, and at lower cost.

Offers real economies in shrink, space, imperfect sausage, steam and handling. The JOURDAN Process Cooker delivers perfect product *always!*

NEW LOW PRICES

Drastic price reductions have been recently made on all JOURDAN Process Cookers. Efficiency, economy and performance are unchanged.

Write today for illustrated folder and complete details! *No obligation.*



Manufactured under the following patents: No. 1,690,449 dated Nov. 6, 1928 and No. 1,921,231 dated Aug. 8, 1933. Other Patents Pending.

JOURDAN
PROCESS COOKER CO.
814-832 West 20th St. Chicago, Ill.

Merry Christmas and a Happy New Year

H. J. Mayer

The Man Who Knows



The Man You Know

H. J. MAYER & SONS CO.

Fine Sausage Seasonings — NEVERFAIL Cure
6819-27 S. ASHLAND AVE., CHICAGO, ILL.



MODERN Casing OPERATIONS

Require GLOBE Equipment



CASING CRUSHING
MACHINE No. 255
for crushing of hog
casings in fresh clean-
ing process. Capac-
ity up to 700 hogs
per hour.

Fresh cleaning of casings gives new efficiency in casing finishing operations. Casings are stronger, cleaner, more uniform. Time, space and money is saved.

GLOBE Equipment for fresh cleaning of casings is complete! It includes cleaning, stripping and crushing machines for hog, beef and sheep casings. All are equally efficient, sturdily built and profitable to use.

The GLOBE Line includes complete equipment for meat packing, sausage making, rendering. Write for the GLOBE catalog!

THE GLOBE COMPANY

Complete Equipment for Meat Packers and Sausage Manufacturers

818-28 W. 36th St.

Chicago, Illinois

of its kind which still stands. Mr. Armour broke the corner on wheat.

Mr. Shaw retired from Armour and Company in 1928 after 39 years of service, and had made his home in South Haven. His widow survives. He has been seriously ill for several months.

NEW YORK NEWS NOTES.

A. J. Wallmo, Oscar Mayer & Co., Madison, Wis., was in New York for several days last week.

President Jay C. Hormel, Geo. A. Hormel & Co., Austin, Minn., visited New York for several days last week.

Donald MacKenzie, head of the mechanical department, Swift & Company, Chicago, visited New York for several days last week.

Otto Sauerman, engineering department, Armour and Company, Chicago, was in New York last week and spent a few days at the plant of the New York Butchers' Dressed Meat Company.

S. B. Dietrich, vice president in charge of the beef department, Hunter Packing Company, East St. Louis, Ill., was a visitor to New York early last week.

R. K. Hughes, manager, Wilson & Co., Sao Paulo, Brazil, and his family visited in New York for a few days before sailing on the S. S. Western Prince, December 15, for South America.

Visitors to New York during the past week included Thos. E. Wilson, chairman of the board; J. D. Cooney, vice president; Allen McKenzie, chief engineer; H. C. Dormitzer, engineering department, and A. R. McCartan, branch house department, Wilson & Co., Chicago.

Meat, fish, poultry and game seized and destroyed by the health department of the city of New York during the week ended December 8, 1934, was as follows: Meat—Brooklyn, 16 lbs.; Manhattan, 2,460 lbs.; Bronx, 14 lbs.; Richmond, 11 lbs.; total: 2,501 lbs. Fish—Brooklyn, 135 lbs.; Queens, 12 lbs.; total: 147 lbs. Poultry—Brooklyn, 2 lbs.; Manhattan, 160 lbs.; total: 162 lbs. Game—Manhattan, 3,600 lbs.

PACKER'S 44th ANNIVERSARY.

(Continued from page 21.)

have the most up-to-date equipment of any plant west of Chicago.

The curing department can handle 980,000 lbs. and 50,000 lbs. is the capacity of the smoked meats department. Three smoke houses four stories high are maintained. All meats are smoked with hard wood and hard wood sawdust.

The lard department is equipped to handle 2,500 lbs. of lard or 2,500 lbs. of compound per hour.

Introduces Scrapple in West.

The bacon slicing room has a slicing machine with a capacity of 2,500 lbs. per day. This machine has been pat-



COLORADO'S WOMAN PACKER.

Marian Nuckolls Schwinger, president, Nuckolls Packing Co., Pueblo, Colo.

ented by W. O. Felton, chief engineer of the company.

One of the busiest departments in the plant is the sausage department. Incidentally, G. H. Nuckolls was the first to introduce the well-known Philadelphia scrapple west of the Mississippi.

The company recently celebrated its forty-fourth anniversary, which is the length of time it has been incorporated in Colorado. In speaking of this event president Marian Nuckolls very aptly expressed her pride in the company and her faith in its future when she said, "With pride in the achievement of this company, founded by our grandfather, continued by our father, and with courage and faith in the future of our coun-



SALES AND OPERATING HEADS.

H. L. McWilliams, general manager (right), and Al. Smith, superintendent, Nuckolls Packing Co., Pueblo, Colo.

try, our state and our community, we present to you the forty-fourth anniversary of the Nuckolls Packing Company."

CHAIN STORE SALES.

National Tea Company reports sales of \$4,758,069 for the four weeks ended Dec. 1. This represents an increase of 1.3 per cent over the like period of 1933. In the immediately preceding period there was an increase of 0.5 per cent in a similar comparison.

Safeway Stores, Inc., reports sales of \$19,382,248 for the four weeks ended December 1, 1934, a gain of 12.6 per cent over the total of \$17,210,537 reported for the corresponding 1933 period.

H. C. Bohack sales totaled \$2,849,281 in the five weeks ended December 1, a decrease of 7.4 per cent compared with \$3,076,295 in the like five weeks of 1933. In the eleven months ended December 1, sales were \$25,482,700 against \$25,250,171 in the like 1933 period, an increase of 0.9 per cent.

The Kroger Grocery and Baking Co. reports sales of \$17,066,616 in the four weeks ended Dec. 2, an increase of \$798,305, or 5 per cent, over the \$16,268,311 reported for the corresponding period of last year.

PACKER AND FOOD STOCKS.

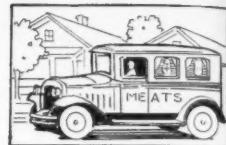
Price ranges of listed stocks, Dec. 5, 1934, or nearest previous date, with number of shares dealt in during week, and closing prices, Dec. 5, 1934:

	Sales.	High.	Low.	—Close—	Dec.	Dec.	Dec.
	Week ended	Dec. 12.	Dec. 12.—	12.	5.	5.	5.
Amal. Leather.	1,300	3 1/2	3	3	3 1/2		
Do. Pfd.	***	***	***	***	27 1/2		
Amer. H. & L.	300	5 1/2	5 1/2	5 1/2	5 1/2	5 1/2	
Do. Pfd.	1,900	25	23	23	24		
Amer. Stores	300	41 1/2	44 1/2	44 1/2	44		
Amer. Ill.	27,500	5 1/2	5 1/2	5 1/2	5 1/2	5 1/2	
Do. Pr. Pfd.	5,000	67 1/2	66 1/2	67	70 1/2		
Do. Ill. Pfd.	1,100	103	102	104	105 1/2		
Beechnut Pack.	500	76 1/2	76 1/2	76 1/2	76 1/2		
Bohack, H. C.	***	***	***	***	12 1/2		
Do. Pfd.	***	***	***	***	12 1/2		
Chick. Co. Oil.	2,800	28 1/2	28	28	28 1/2		
Childs Co.	4,100	6 1/2	6 1/2	6 1/2	6 1/2		
Cudahy Pack.	900	46	45 1/2	46	47		
First Nat. Strs.	6,200	62 1/2	61	61	65		
Gen. Foods	8,200	34 1/2	33 1/2	34	35		
Gobel Co.	4,600	4 1/2	4 1/2	4 1/2	4 1/2	4 1/2	
Gr.A&P 1st Pfd.	70	126	126	126	126 1/2		
Do. New	310	130 1/2	130	130	135		
Hormel, G. A.	***	***	***	***	20		
Hygrade Food.	100	2 1/2	2 1/2	2 1/2	2 1/2		
Kroger G. & B.	8,300	29 1/2	28 1/2	29 1/2	29 1/2		
Libby McNeill.	9,300	6	5 1/2	6	6 1/2		
MacMarr. Stores	***	***	***	***	8 1/2		
Mayer, Oscar	***	***	***	***	5 1/2		
Mickeybel Co.	600	1 1/2	1 1/2	1 1/2	1 1/2		
M. & H. Pfd.	***	***	***	***	6 1/2		
Morrill & Co.	500	60	60	60	60		
Nat. Fd. Pd. A.	***	***	***	***	11 1/2		
Do. B.	***	***	***	***	11 1/2		
Nat. Leather.	400	1 1/2	1 1/2	1 1/2	1 1/2		
Nat. Tea.	1,900	11 1/2	11 1/2	11 1/2	11 1/2		
Proc. & Gamb.	6,900	43 1/2	42 1/2	43 1/2	43 1/2		
Do. Pr. Pfd.	160	115	115	115	115 1/2		
Rath Pack.	***	***	***	***	30		
Safeway Strs.	2,700	48 1/2	47	48 1/2	49 1/2		
Do. 8% Pfd.	240	106	106	106	106 1/2		
Do. 7% Pfd.	100	112 1/2	112 1/2	112 1/2	112		
Stahl Meyer.	***	***	***	***	3 1/2		
Swift & Co.	10,100	18	17 1/2	17 1/2	18 1/2		
Do. Int'l.	2,450	33 1/2	33	33	34 1/2		
Truett Pork.	***	***	***	***	9 1/2		
U. S. Cold Stor.	***	***	***	***	33 1/2		
U. S. Leather.	1,700	6 1/2	6 1/2	6 1/2	6 1/2		
Do. Pfd.	5,800	11	11	11	10 1/2		
Do. Pr. Pfd.	100	53	53	53	55		
Wesson Oil.	4,300	32 1/2	31 1/2	32 1/2	33 1/2		
Do. Prd.	1,300	73 1/2	73	73	74 1/2		
Wilson & Co.	8,500	7 1/2	7	7	7		
Do. A.	47,600	30 1/2	29 1/2	30 1/2	27 1/2		
Do. Pfd.	4,500	103 1/2	100	103	95		

Watch Wanted page for bargains.



For the Retail Meat Dealer



Christmas Displays of Gift Meat Packages Increase Volume

THE holiday season can be the most profitable season of the year for the retail meat man. But to make it so he must be "up and coming," and must go out actively after the business, or the business will go to his competitor in the next block.

This is the season of freer spending and feasting, and the meat man is certainly entitled to his full share of the customer's dollar. And in addition to the meat he sells his customers for the family feasting he has the possibility—if he will develop it—of doing a very good business in selling meat for gifts.

More and more in recent years it has become the custom to give practical gifts, and there is nothing the average family would find more welcome than a Christmas ham or turkey. An entire meat basket could be made up, containing in addition to the above, various kinds of sausages and a few of the allied lines carried in most meat stores—cheese, pickles, relishes, etc.

Practical Gift the "Smart" Thing.

If you want your share of this Christmas and New Year business, however, you must tempt your customer, just as do the dry goods stores, the confectionery stores, the book stores and all the others. Let her know that you are in the gift business, too.

The best way to do this is through window and table displays. In the matter of displays the retailer may receive ample suggestions and materials from the meat packers. In recent years they have been particularly constructive in their ideas along these lines.

Display Must Be Immaculate.

The holiday season contains so many ideas around which really beautiful displays may be built. There is one thing to be born in mind, however, and that is that where food is displayed, everything must be immaculate. For this reason, a Christmas tree that might shed pine needles is not a good idea unless the meat displayed is wrapped. Cotton snow which would quickly show dust and dirt is another thing to be careful about using unless there is someone who can give the window constant supervision and care. A window display that is fixed up and then left for ten days without any care or supervision whatever, is worse than no display at all.

Simplicity in display is highly important. Too many items in the window

or an idea that is too detailed and complicated will lose much in effectiveness. Have a central idea for your display and put in the windows only those items which will help to build up this idea.

Here is where the idea of the gift baskets come in so effectively. Some sort of display card can be placed in the window to the effect that gift baskets of meat may be purchased at your store at prices ranging from \$2.00 to \$10.00. Have a number of the baskets on display very attractively wrapped with the various meats in colored transparent wrapping or decorated parchment. The greater the number of various sized packages, the larger will be the amount of the average sale as a rule. If you have packages priced at \$2.00, \$5.00, \$8.00 and \$10.00 a customer may not want to take the \$5.00 package and will take the \$2.00 one whereas the chances are, if you had a package priced at \$3.50 she might choose that instead.

Table Display Also Helps.

If you have place in the store suitable for an island table, this is also a good spot to display these gift packages and baskets. It acts as a further reminder and permits the customer to

examine the goods close at hand. Gift selecting is a problem at best. Some few people might get the idea of such a basket from their own minds, but the chances are they have never thought of it and the man who can give the harassed Christmas shopper a new and good idea for a gift will win a good friend as well as a good customer.

DON'T GET IN A RUT.

So many retailers stay too close to their business. Just as a painting cannot be seen in its entirety if viewed from a vantage spot too near; just as a symphony orchestra cannot be heard properly if one sits too close to the orchestra pit—so any man who stays too close to his business cannot see it as a whole. Consequently, he cannot tell if all the departments are cooperating, and he cannot see the flaws because he has become so accustomed to them that they do not "hit him in the eye."

There was one retailer who constantly spoke of the dirty windows of his competitor's shop. He could not understand why the man was so careless. Yet the men behind his own counter were allowed to appear daily in such soiled aprons that they kept dozens of patrons away from the shop!

Take the time to study your shop sometime, just as if it were the shop of your competitor. You will be surprised at what you will find—bad spots in your shop arrangement, and bad spots in your service.



SIMPLE WINDOW DISPLAY THE MOST EFFECTIVE.

This window display, while very effective, required little work to arrange in the first place, and very little to keep it looking neat and attractive. Special parchment wrappers for the smoked meats add to the holiday effect.

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Week

Retail Shop Talk

CLEAN COMPETITION HELPS.

Competition of the right sort is a good thing for everyone engaged in it. It stimulates business, inspires one to make his greatest efforts and makes healthy conditions for everyone concerned.

On the other hand, unethical competition only does harm. It harms not only those who are ethical business men and direct competitors—it harms the business of the entire community, and puts all business men under a cloud of suspicion.

Every man in business is a part of the industry in which he is engaged, and should do nothing to bring disfavor or dishonor to his industry, not only as a matter of principle but as a matter of self-protection, because sooner or later he will bring disfavor and dishonor upon himself.

MEAT MERCHANTISING LESSONS.

A number of special meat merchandising lecture-demonstrations were scheduled by the National Live Stock and Meat Board this week upon the request of various organizations. On Tuesday a demonstration was presented before the Lions Club of Blue Island, Ill. On Wednesday a meat merchandising program was staged at Grand Rapids, Mich., as a feature of the Michigan State Fat Beef Show. On Thursday two demonstrations were given in Chicago, one before the Uptown Lions Club, and the other before the Logan Square Lions Club.

MEAT STORES REDUCE HOURS.

National Industrial Recovery Board has approved an order permitting members of the Butchers' Board of Trade of San Francisco to reduce the operating hours of their retail meat stores from 63 to 54 hours per week for a period of 120 days. The retail food and grocery trade code specifies that no store may reduce its operating hours to less than 63 a week, unless it was open less than that number before June 16, 1933. The exemption granted the San Francisco meat markets is from that provision.

NEWS OF THE RETAILERS.

The following meat markets have been opened recently in Milwaukee, Wis., at 4398 N. 27th st., by W. B. Fischer; at 632 W. Vliet st. by H. Nirenberg; at 1900 S. 31st st. by Bruno Henke.

Six new markets have been opened in Minneapolis, Minn., recently as follows: at 97 S. 12th st. by J. H. Moeller; at 1116½-6th ave. N. by Wm. Yates; at 1732 Nicollet ave. by Walter C. Johnson; at 2005 Plymouth st. by Max Portugal; at 2308-38th ave., N. by Pearl

J. Holm; at 3807 E. Lake st. by Donald J. Moore.

Charles Raines has been appointed manager of the Marsh meat market at 402 S. Walnut st., Muncie, Ind.

Howard Denhart has opened a meat market in the Wolfe Bldg., Danville, Ill.

The mayor of Hartford, Wis., Adam F. Polti, has leased his meat market to Clarence Canniff of Fond du Lac.

Jim Brown has opened a meat market in Bedford, Mich., in a store formerly managed by Mrs. Anna Alling.

The Hanton meat market, Ashland, Wis., has closed out after having been in business in Ashland for over fifty years.

A new food store, Jeffries market, including a large meat department, has recently opened in Ft. Dodge, Ia. W. H. Sturdevant will operate the meat department.

AMONG NEW YORK RETAILERS.

Cutting demonstrations and talks were the features of Eastern District Branch at the meeting on Tuesday. President Joseph Wagner made the cutting demonstration with David Van Gelder at the blackboard. The turkey exchange will be in charge of Fred Riester. Following the custom of the last few years the members are donating poultry to the Ottillie Orphanage in Jamaica. The next meeting will be held on December 18.

A meeting of the trustees of Jamaica Branch was held in the home of chairman Chris Rosel on Tuesday. Nomination and election of officers of this Branch will be held on Tuesday, December 18.

At the next meeting of Bronx Branch, December 19, a doctor will be in attendance to issue health cards to members, non-members and their help who

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Dec. 13, 1934:

FRESH BEEF:	CHICAGO	BOSTON	NEW YORK	PHILA.
STEERS:				
(1) (300-500 lbs.) choice.....	\$12.00@13.00	.....	\$13.00@14.00	.....
Good	10.00@12.00	.....	10.50@13.00	.....
Medium	7.00@ 9.50	.....	8.00@10.50	.....
Common	6.00@ 7.00	.....	7.00@ 8.00	.....
STEERS:				
(500-600 lbs.) choice.....	12.00@13.00	.....	13.00@14.00	13.50@15.00
Good	10.00@12.00	.....	10.50@13.00	11.50@13.00
Medium	7.00@ 9.50	.....	8.00@10.50	9.50@11.00
Common	6.00@ 7.00	.....	7.00@ 8.00	.....
STEERS:				
(600-700 lbs.) choice.....	12.00@13.00	.....	13.00@14.00	13.50@15.00
Good	10.00@12.00	.....	10.50@13.00	11.50@13.00
Medium	8.00@10.00	9.00@11.50	8.00@10.50	9.50@11.00
STEERS:				
(700 lbs. up) choice.....	13.00@14.00	13.50@14.50	13.50@14.00	13.50@15.00
Good	10.50@13.00	11.50@13.00	11.00@13.00	11.50@13.00
COW:				
Good	7.00@ 8.00	8.00@ 9.00	8.00@ 9.50	8.00@ 9.00
Medium	6.00@ 7.00	7.00@ 8.00	7.00@ 8.00	7.00@ 8.00
Common	5.00@ 6.00	6.50@ 7.00	5.50@ 7.00	6.50@ 7.00
FRESH VEAL AND CALF CARCASSES:				
VEAL:				
(2) choice	10.00@11.00	12.50@14.00	13.00@14.00	12.00@13.00
Good	9.00@10.00	10.50@12.50	11.00@12.00	11.00@12.00
Medium	7.50@ 9.00	9.50@10.50	9.00@11.00	10.00@11.00
Common	6.50@ 7.50	8.50@ 9.50	8.50@ 9.00	8.00@ 9.00
CALF:				
(2) (3) good.....	7.50@ 8.50	.....	9.00@10.00	.....
Medium	6.50@ 7.50	.....	8.00@ 9.00	.....
Common	5.50@ 6.50	.....	7.50@ 8.00	.....
FRESH LAMB AND MUTTON:				
LAMB:				
(38 lbs. down) choice.....	14.00@15.00	15.50@16.50	14.00@15.00	14.50@15.00
Good	13.00@14.00	14.50@15.50	13.50@14.00	14.00@14.50
Medium	12.00@13.00	13.50@14.50	12.50@13.50	12.00@14.00
Common	11.00@12.00	12.50@13.50	12.00@12.50	.....
LAMB:				
(39-45 lbs.) choice.....	14.00@15.00	15.00@16.00	13.50@14.50	14.50@15.00
Good	13.00@14.00	14.00@15.00	13.00@14.00	14.00@14.50
Medium	12.00@13.00	13.00@14.00	12.50@13.00	12.00@14.00
Common	11.00@12.00	12.00@13.00	12.00@12.50	.....
LAMB:				
(46-55 lbs.) choice.....	12.00@13.00	14.00@15.00	13.00@13.50	13.00@14.00
Good	11.00@12.00	13.00@14.00	12.00@13.00	12.00@13.00
MUTTON:				
(ewe) (70 lbs. down) good.....	7.00@ 8.00	8.00@ 9.00	8.50@ 9.50	.....
Medium	6.00@ 7.00	7.00@ 8.00	7.50@ 8.50	.....
Common	5.00@ 6.00	6.00@ 7.00	6.50@ 7.50	.....
FRESH PORK CUTS:				
LOINS:				
8-10 lbs. av.....	12.50@13.50	14.00@15.00	14.00@15.00	14.00@15.00
10-12 lbs. av.....	12.50@13.50	14.00@15.00	14.00@15.00	14.00@15.00
12-15 lbs. av.....	12.00@12.50	13.50@14.50	13.50@14.00	14.00@14.50
16-22 lbs. av.....	11.50@12.00	12.00@13.50	12.50@13.50	13.00@13.50
SHOULDERS: N. Y. style: skinned:				
8-12 lbs. av.....	9.50@10.50	.....	11.00@12.00	11.00@12.00
PICNICS:				
6-8 lbs. av.....	.....	10.50@11.50	.....	.....
BUTTS: Boston Style:				
4-8 lbs. av.....	11.00@12.00	.....	13.00@14.00	13.00@14.00
SPARE RIBS:				
Half sheets	8.00@ 9.00	.....	.....	.....
TRIMMINGS:				
Regular	8.00@ 8.50	.....	.....	.....
Lean	11.00@12.50	.....	.....	.....

(1) Includes heifer 450 lbs. down at Chicago. (2) Includes "skins on" at New York and Chicago.
(3) Includes sides at Boston and Philadelphia.

Better Lard Tubs and Woodenware By Merrill



WRITE
FOR
PRICES

Merrill
Woodenware
Co.

Merrill Wisc.

qualify. Nomination and election of officers will take place at the first meeting in January for the year 1935. A cabaret and ball will be given by the Bronx Branch, March 10, in Ebling's Casino. The committee in charge includes Walter Bantz, chairman, Frank Ruggerio, Fred Fiederlein, Henry Gutersloh and Fred Hirsch.

MORE RETAIL SANSAGE SALES.

(Continued from page 20.)

sausage sales, we received inspiration and a definite goal to work toward. Having the idea, we lost no time in making an attractive display of sausage products, because we realized these products give us a higher percentage of profit than any other meats we handle.

"The result was immediately noticeable. Our sales began to grow. Now we have a large modern showcase, and we are devoting one-third of it to bologna and luncheon specialties.

"We are beginning to doubt very much whether the old idea that cold meats are only for summer consumption holds true. We are of the opinion that sausage products will sell in increased volume, summer or winter, if they are attractively displayed and if types suitable to the neighborhood are offered."

A Tip for the Manufacturer.

The interesting point is that this retailer did not originate the idea for increasing sausage sales. He was prodded into making more money and shown how to do it by someone outside of his organization. Some sausage manufacturer, perhaps several, are benefitting. Are these sausage manufacturers following up the advantage by trying to convert others of their customers to follow Bopp's lead?

Increase in sausage sales resulting from more active sausage merchandising in the Bopp market is by no means unusual. Invariably sausage sales in the retail store are directly proportionate to sales efforts given to them.

Gimbels, one of New York's largest department stores, had never sold a pound of sausage until recently, when it arranged a special two-aisle display

prominently on the main floor right among the expensive bags and jewelry and other feminine finery. A special feature of the display was a skinless frankfurter weighing 26 lbs. in a bun 4 ft. long and 1 ft. wide.

Ton of Sausage Sold in One Day.

The store sold 2,300 lbs. of sausage in one day. The items featured were midget frankfurters, frankfurters, liver sausage in Viskings, salami, bologna and knackwurst.

To Gimbel's a sausage department was just "bologna" until this special stunt demonstrated what these products can do in the way of bringing in profits. Now the store takes its sausage department seriously, for what was started as a "stunt" has evolved into a money-making department.

Here again the initiative was not taken by the store, but by a local packer. It took much persuasion to induce the company to feature sausage, but the sausage manufacturer who put over the deal feels that the increased volume has fully repaid him for his work.

The Madison-Keeler Food Mart in Chicago recently held a Visking sausage week, during which products of Arnold Bros., Chicago, were featured. Sausage sales during the week were boosted 1,200 per cent. No special efforts were made to sell outside of an attractive display of a large variety of products.

In the Fair Store in Chicago special merchandising efforts have resulted in "wonderful customer acceptance," according to W. Leroy Pease, manager of the store's meat department.

How One Retailer Succeeds with Sausage.

"When we put in our sausage department," Dave Pindick, a New York City retailer, said recently, "we decided to try the plan of attractive display of a large variety of quality products. We selected the brand carefully, displayed it as attractively as possible, and promoted sausage constantly to every customer who came into the store.

"Although we are located in one of New York's busy commercial centers, and have no apartments or residences close by, we actually have been able to

THERE'S A MORAL TO THIS PICTURE

You'll find it by attending the 50th Canners' Convention, Stevens Hotel, Chicago, January 14-18 and following the Golden Arrows.

"THAR'S GOLD IN THEM THAR' HALLS!"

build up the sausage department so that it is one of the main attractions of our market. Every day it draws hundreds of customers to us.

"Every bit of sausage and 'ready-to-serve' products we display is of the best grade. We make it a point to tell our customers so, and when they try it they know it is as good as it looks. That's what brings them back.

"Every time a customer comes into the store for sausage we have a five-to-one chance to sell her something else besides. I've always told my clerks that suggestive selling isn't worth a hoot unless the display is so tempting the customer feels an immediate impulse to buy.

"That's why we slice our sausage—that's why we cut and tag end pieces—so at the housewife's glance every resistance to buying sausage is lowered. When she hesitates, we say 'Just taste it!' That rings the cash register every time!"

Dealers Need Education and Help.

More retailers should know that building up a profitable sausage department is much easier than building fresh meat sales, if the facts are faced squarely. Sausage has to be suggested—it has to be seen in teeming variety that tempts the eye—and through personal salesmanship the customer has to become acquainted with the particular deliciousness of each kind.

Few retailers are aware of the "plus" profit that can be made with quality sausage, with better displays to attract the attention of housewives and more aggressive merchandising methods to influence customers to purchase.

Display cases heaped high with quality sausage in large variety should replace the old method of selling sausage—which is to keep a small stock on hand "in case there are any calls for it."

Retailers should know that there are no other food items which can be made to pay a larger and more consistent net profit than quality sausage.

Surely no one can have a greater interest than the sausage manufacturer in bringing these facts to the attention of retailers.

Another article on the merchandising of quality sausage will appear in an early issue.

AFTER LONG CONSTANT
USE THESE **ENDURO**
COOKERS ARE
LIKE NEW . . .



**"I'D CONSIDER NO OTHER MATERIAL AFTER THIS
EXPERIENCE WITH ENDURO" Says Mr. P. STASIUK**

"After fussing for years with unsatisfactory materials, I installed these ENDURO cookers almost a year ago", says Mr. Stasiuk, large bologna manufacturer, New York City. "They look just like new today; for the material never discolors and is a cinch to keep clean. I am convinced that stainless ENDURO is the safest for cooking, and I wish all my equipment were made of this metal". • Right you are, Mr. Stasiuk!

ENDURO is the safest, most economical metal for cookers; also for all other metal equipment which comes in contact with the product. Leading provisioners everywhere have found this to be true; whether the equipment be cookers, scalding tanks, tables or conveyor pans. ENDURO resists corrosion, and remains safe and serviceable for a life-time. Write to Republic for complete information on this life-time metal.

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GENERAL OFFICES  YOUNGSTOWN, OHIO

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CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ended	Cor. week,
Prime native steers—	Dec. 12, 1934.	1933.
400-600	14	15
600-800	12 1/2	13 1/2
800-1000	14	14 1/2
Good native steers—		
400-600	11 1/2	12 1/2
600-800	12	13
800-1000	12	13
Medium steers—		
400-600	10	11
600-800	11 1/2	12 1/2
800-1000	11 1/2	12 1/2
Heifers, good, 400-600	11 1/2	11 1/2
Cows, 400-600	5	7 1/2
Hind quarters, choice	19	13 1/2
Fore quarters, choice	10 1/2	8

Beef Cuts.

Steer loins, prime.....	unquoted	
Steer loins, No. 1.....	28	16
Steer loins, No. 2.....	21	15
Steer short loins, prime.....	unquoted	14
Steer short loins, No. 1.....	37	22
Steer short loins, No. 2.....	24	19
Steer loin ends (hips).....	19	12
Steer loin ends, No. 2.....	18	12
Cow loins.....	12	10
Cow short loins.....	14	11
Cow loin ends (hips).....	10	10
Steer ribs, prime.....	unquoted	13
Steer ribs, No. 1.....	21	11
Steer ribs, No. 2.....	19	10
Cow ribs, No. 1.....	7	6
Steer rounds, prime.....	unquoted	9 1/2
Steer rounds, No. 1.....	10	7 1/2
Steer rounds, No. 2.....	9 1/2	7
Steer chuck, prime.....	unquoted	8 1/2
Steer chuck, No. 1.....	9	6
Steer chuck, No. 2.....	8 1/2	5 1/2
Cow round ends.....	10	6
Cow chuck.....	5 1/2	5 1/2
Steer plates.....	9 1/2	5
Medium plates.....	9 1/2	3
Briskets, No. 1.....	13 1/2	8
Steer roulade ends.....	7 1/2	3 1/2
Cow roulade ends.....	6	3
Fore shanks.....	7 1/2	5 1/2
Hind shanks.....	4 1/2	4
Strip loins, No. 1, bulls.....	45	30
Strip loins, No. 2.....	35	28
Sirloin butts, No. 1.....	22	17
Sirloin butts, No. 2.....	16	15
Beef tenderloins, No. 1.....	60	45
Beef tenderloins, No. 2.....	35	33
Rump butts.....	19	11
Flank steaks.....	18	12
Shoulder chops.....	8 1/2	7
Hanging tenderloins.....	7	5 1/2
Insides, green, 6@6 lbs.....	9 1/2	8
Outsides, green, 5@6 lbs.....	8 1/2	7 1/2
Knuckles, green, 5@6 lbs.....	9	7 1/2

Beef Products.

Brains (per lb.).....	7	
Hearts.....	4	
Tongues.....	14	
Sweetbreads.....	18	
Ox-tail, per lb.....	8	
Fresh tripe, plain.....	4	3 1/2
Fresh tripe, H. C.....	8	8
Livers.....	13	12
Kidneys, per lb.....	8	8

Veal.

Choice carcass.....	10	8
Good carcass.....	8	6
Good saddles.....	11	9
Good racks.....	7	5
Medium racks.....	5	4

Veal Products.

Brains, each.....	10	7
Sweetbreads.....	25	35
Calf livers.....	30	38

Lamb.

Choice lambs.....	15	12
Medium lambs.....	13	10
Choice saddles.....	17	13 1/2
Medium saddles.....	15	11
Choice foars.....	13	11
Medium foars.....	11	8
Lamb fries, per lb.....	26	25
Lamb tongues, per lb.....	12	15
Lamb kidneys, per lb.....	15	15

Mutton.

Heavy sheep.....	3	4
Light sheep.....	7	6
Heavy saddles.....	7	6
Light saddles.....	10	8
Heavy foars.....	4	3
Light foars.....	6	4
Mutton legs.....	11	9
Mutton loins.....	9	7
Mutton stew.....	3	2
Sheep tongues, per lb.....	12	9
Sheep heads, each.....	10	8

Fresh Pork, etc.

Pork loins, 8@10 lbs. av.	@13	@10 1/2
Picnic shoulders.....	10	7
Skinned shoulders.....	10	6 1/2
Tenderloins.....	26	20
Spare ribs.....	0	0 1/2
Back fat.....	14	7
Boston butts.....	12	8
Boneless butter, regular trim.....	24	15
Hocks.....	8	10
Tails.....	8	5 1/2
Neck bones.....	3	2
Slim bones.....	9	5
Blade bones.....	9	5
Pigs' feet.....	4	2
Kidneys, per lb.....	7	5
Livers.....	3	3
Brains.....	8	5
Snouts.....	6	4
Heads.....	6	5

DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons.....		
Country style sausage, fresh in links.....		
Country style sausage, fresh in bulk.....		
Country style sausage, smoked.....		
Frankfurts in sheep casings.....		
Frankfurts in hog casings.....		
Bologna in beef bungs, choice.....		
Bologna in beef middles, choice.....		
Liver sausage in beef rounds.....		
Smoked liver sausage in hog bungs.....		
Liver sausage in hog bungs.....		
Head cheese.....		
New England luncheon specialty.....		
Minced luncheon specialty, choice.....		
Tongue luncheon.....		
Blood sausage.....		
Souse.....		
Polish sausage.....		

DRY SAUSAGE.

Cervelat, choice, in hog bungs.....		
Thuringer cervelat.....		
Farmer.....		
Holsteiner.....		
B. C. salami, choice.....		
Milano salami, choice, in hog bungs.....		
B. C. salami, new condition.....		
Frisses, choice, in hog middles.....		
Genoa style salami.....		
Pepperoni.....		
Mortadella, new condition.....		
Capicola.....		
Italian style hams.....		
Virginia hams.....		

SAUSAGE MATERIALS.

(F.O.B. CHICAGO, carlot basis.)

Regular pork trimmings.....		
Special lean pork trimmings.....		
Extra lean pork trimmings.....		
Pork cheek meat.....		
Pork hearts.....		
Pork livers.....		
Native boneless bull meat (heavy).....		
Shank meat.....		
Boneless chuck.....		
Beef trimmings.....		
Beef cheeks (trimmed).....		
Dressed canners, 350 lbs. and up.....		
Dressed cutter cows, 400 lbs. and up.....		
Dr. bologna bulls, 600 lbs. and up.....		
Beef tripe.....		
Pork tongue, canner trim, S.P.....		

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—		
Small tins, 2 to crate.....		\$5.25
Large tins, 1 to crate.....		5.75
Frankfurt style sausage in sheep casings—		
Small tins, 2 to crate.....		6.25
Large tins, 1 to crate.....		7.00
Smoked link sausage in hog casings—		
Small tins, 2 to crate.....		5.50
Large tins, 1 to crate.....		6.25
Regular tripe, 200-lb. bbl.....		\$12.00
Honey comb tripe, 200-lb. bbl.....		15.00
Pocket honeycomb tripe, 200-lb. bbl.....		19.00
Pork feet, 200-lb. bbl.....		15.50
Lamb tongues, short cut, 200-lb. bbl.....		40.00

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....		
Honey comb tripe, 200-lb. bbl.....		15.00
Pocket honeycomb tripe, 200-lb. bbl.....		19.00
Pork feet, 200-lb. bbl.....		15.50
Lamb tongues, short cut, 200-lb. bbl.....		40.00

DRY SALT MEATS.

Clear bellies, 18@20 lbs.....		@14%
Clear bellies, 25@30 lbs.....		@14%
Fat backs, 10@12 lbs.....		@12%
Fat backs, 14@16 lbs.....		@13%
Regular plates.....		@9 1/2%
Jowl butts.....		@8%

WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.....		17 1/2@18%
Standard skd. hams, 14@16 lbs.....		18 1/2@19%
Standards reg. hams, 14@16 lbs.....		16 1/2@17%
Picnics, 4@5 lbs., short shanks.....		11 1/2@12%
Fancy bacon, 6@8 lbs., long shanks.....		10 1/2@11%
Standard bacon, 6@8 lbs.....		22 1/2@23%
New 1-beef ham sets, smoked—		19 1/2@20%
Insides, 8@12 lbs.....		21@22
Outsides, 5@9 lbs.....		17@18
Knuckles, 5@9 lbs.....		18@19
Cooked hams, choice, skin on, fattened.....		30
Cooked hams, choice, skinless, fattened.....		29
Cooked picnics, skin on, fattened.....		19 1/2@20%
Cooked picnics, skinned, fattened.....		19 1/2@20%
Cooked loin roll, smoked.....		32

LARD.

Prime steam, cash, Bd. Trade.....		\$11.40@x
Prime steam, loose, Bd. Trade.....		10.87
Refined lard, tierces, f.o.b. Chicago.....		12%
Kettle rendered, tierces, f.o.b. Chicago.....		13%
Leaf, kettle rendered, tierces, f.o.b. Chicago.....		13%
Chicago.....		13%
Neutral, in tierces, f.o.b. Chicago.....	13	13
Compound, vegetable, tierces, c.a.f.		12%

OLEO OIL AND STEARINE.

Extra oleo oil.....		9 1/2@10
Prime No. 1 oleo oil.....		9 1/2@9 1/2
Prime No. 2 oleo oil.....		9@8
Prime oleo stearine, edible.....		8 1/2@9

TALLOW AND GREASES.

Edible tallow, under 1% acid, 43 titr.....	7	7 1/2
Black packers' tallow.....	5 1/2	5 1/2
No. 1 tallow, 10% f.f.a.	4 1/2	4 1/2
Special tallow.....	4 1/2	5
Choice white grease.....	5	5
A-White grease.....	5 1/2	5 1/2
B-White grease, maximum 5% acid.....	5	5
Yellow grease, 10@15%.....	4 1/2	4 1/2
Brown		

CURING MATERIALS.

	Cwt.	Sacks.
Nitrite of soda (Chgo. warehouse stock):		
1 to 4 bbls. delivered.....	8.95	
5 or more bbls. delivered.....	8.95	
Salt peter, 1 to 4 bbls. f.o.b. N. Y.:		
Dbl. refined granulated.....	6.12 1/2	5.90
Small crystals.....	7.12 1/2	6.90
Medium crystals.....	7.50	7.25
Large crystals.....	7.87 1/2	7.65
Dbl. refd. gran. nitrate of soda.....	3 3/4	3.25
Salt per ton, in minimum car of 50,000 lbs. only, f.o.b. Chicago:		
Granulated.....	6.80	
Medium, air dried.....	9.30	
Medium, kiln dried.....	10.80	
Rock.....	6.60	

Sugar—

Raw sugar, 96 basis, f.o.b. New Orleans.....	@ \$2.86
Second sugar, 90 basis.....	none
Standard gran., f.o.b. remers (2%).....	@ 4.40
Packers curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%.....	@ 3.90
Packers curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%.....	@ 3.80

SPICES.

(Basis Chicago, original bbls., bags or bales)	
Whole. Ground.	
Allspice Prime.....	6 1/2 8
Beaffited.....	7 8 1/2
Chili Pepper, Fancy.....	22 1/2
Chili Powder, Fancy.....	22
Cloves, Amboyna.....	23 27
Madagascar.....	14 17
Zanzibar.....	13 1/2 16 1/2
Ginger, Jamaica.....	20 1/2 23
African.....	9 11
Mace, Fancy Banda.....	65 70
East India.....	60 65
E. I. & W. I. Blend.....	63
Mustard Flour, Fancy.....	24
No. 1.....	15 1/2
Nutmegs, Fancy Banda.....	24
East India.....	19
E. I. & W. I. Blend.....	16 1/2
Paprika, Extra Fancy.....	25
Fancy.....	24
Hungarian.....	27
Pepita Sweet Red Pepper.....	26 1/2
Pepper, Cayenne.....	22 1/2
Red Pepper, No. 1.....	16 1/2
Pepper, Black Aleppy.....	14 1/2 16
Black Lampung.....	14 15 1/2
Black Tellicherry.....	15 17
White Java Muntok.....	35 37
White Singapore.....	33 1/2 35 1/2
White Packers.....	29

SEEDS AND HERBS.

Ground for Whole. Sausage.	
Caraway Seed.....	9 1/2 11 1/2
Celery Seed.....	51 56
Cumin Seed.....	18 1/2 21
Coriander Morocco Bleached.....	8
Coriander Morocco Natural No. 1.....	6 1/2 8 1/2
Mustard Seed, Cal. Yellow.....	11 13
American.....	8 1/2 10 1/2
Marjoram, French.....	34 38
Oregano.....	11 14
Sage, Dalmation Fancy.....	7 9
Sage, Dalmation No. 1 Fancy.....	6 1/2 8 1/2

SAUSAGE CASINGS.

(F.O.B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef casings:	
Domestic rounds, 180 pack.....	25
Domestic rounds, 140 pack.....	35
Export rounds, wide.....	50
Export rounds, medium.....	32
Export rounds, narrow.....	44
No. 1 weasands.....	65
No. 2 weasands.....	63
No. 1 bungs.....	11
No. 2 bungs.....	8
Middles, regular.....	70
Middles, select, wide, 2 1/2 in. diam. 1.10 over.....	40
Middles, select, extra wide, 2 1/2 in. and	
Narrow, per 100 yds.....	2.45
Narrow, special, per 100 yds.....	2.10
Medium, regular.....	2.00
Wide, per 100 yds.....	1.80
Extra wide, per 100 yds.....	1.90
Export bungs.....	27
Large prime bungs.....	20
Medium prime bungs.....	14 1/2
Small prime bungs.....	.09
Middles, per set.....	.16
Stomachs.....	.08

COOPERAGE.

Ash pork barrels, black iron hoops.....	\$1.40 @ 1.42 1/2
Oak pork barrels, black iron hoops.....	1.30 @ 1.32 1/2
Ash pork barrels, galv. iron hoops.....	1.47 1/2 @ 1.50
Oak pork barrels, galv. iron hoops.....	1.37 1/2 @ 1.40
White oak lard tierces.....	2.22 1/2 @ 2.25
Red oak lard tierces.....	1.97 1/2 @ 2.00
White oak lard tierces.....	2.07 1/2 @ 2.10

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, good.....	\$ 7.25 @ 7.40
Steers, medium.....	5.85 @ 7.00
Cows, common and medium.....	3.00 @ 4.00
Bulls, good.....	2.25 @ 3.75

LIVE CALVES.

Vealers, good and choice.....	\$ 8.00 @ 9.00
Vealers, medium.....	6.00 @ 7.50
Calves.....	3.50 @ 5.75

LIVE LAMBS.

Lambs, good and choice.....	\$ 8.00 @ 8.25
Lambs, medium.....	6.50 @ 7.50
Ewes.....	2.00 @ 3.50

LIVE HOGS.

Hogs, 188 lb. average, good.....	@ \$6.10
Hogs, heavy.....	6.00 @ 6.50

DRESSED HOGS.

Hogs, good to choice.....	\$10.25 @ 10.50
---------------------------	-----------------

DRESSED BEEF.

CITY DRESSED.

Choice, native, heavy.....	14 1/2 @ 15 1/2
Choice, native, light.....	14 1/2 @ 15 1/2
Native, common to fair.....	12 1/2 @ 14

WESTERN DRESSED BEEF.

Native steers, 600 @ 600 lbs.....	13 1/2 @ 14 1/2
Native choice yearlings, 440 @ 600 lbs.....	13 1/2 @ 14 1/2
Good to choice heifers.....	12 @ 13
Good to choice cows.....	10 @ 11
Common to fair cows.....	8 @ 9
Fresh bologna bulls.....	6 1/2 @ 7 1/2

BEEF CUTS.

No. 1 ribs.....	20 @ 22
No. 2 ribs.....	18 @ 20
No. 3 ribs.....	14 @ 17
No. 1 loins.....	22 @ 26
No. 2 loins.....	19 @ 21
No. 3 loins.....	15 @ 18
No. 1 hinds and ribs.....	16 @ 18
No. 2 hinds and ribs.....	14 @ 15
No. 1 rounds.....	13 @ 14
No. 2 rounds.....	12 @ 13
No. 3 rounds.....	11 @ 12
No. 1 chuck.....	13 @ 14
No. 2 chuck.....	11 @ 12
No. 3 chuck.....	10 @ 11
Bolognas.....	7 @ 8
Rolls, reg. 6@8 lbs. avg.....	22 @ 23
Rolls, reg. 4@6 lbs. avg.....	17 @ 18
Tenderloins, 4@6 lbs. avg.....	50 @ 60
Tenderloins, 5@8 lbs. avg.....	50 @ 60
Shoulder clods.....	11 @ 12
Fowls.....	10 @ 12
Bologna.....	7 @ 8
Rolls, reg. 6@8 lbs. avg.....	22 @ 23
Tenderloins, 4@6 lbs. avg.....	17 @ 18
Ducks.....	9 @ 10
Geese.....	9 @ 13
Fowls, 31-42.....	18 @ 19
Roasters, 43-54.....	18 @ 20
Roasters, 55 and up.....	20 @ 23 1/2
Fowls, 31-47.....	13 1/2 @ 15
Geese, 48-59.....	15 1/2 @ 17
Geese, 60 and up.....	18 @ 19

GREEN CALFSKINS.

Shop fat.....	@ 1.25 per cwt.
Breast fat.....	@ 1.75 per cwt.
Edible suet.....	@ 3.25 per cwt.
Inedible suet.....	@ 2.00 per cwt.

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs. per 100 pieces.....	75.00 @ 85.00
Flat shin bones, avg. 40 to 45 lbs. per 100 pieces.....	@ 65.00
Black or striped hoofs, per ton.....	45.00 @ 50.00
White hoofs, per ton.....	@ 100.00
Thick bones, avg. 85 to 90 lbs. per 100 pieces.....	@ 70.00
Horns, according to grade.....	75.00 @ 200.00

LIVE POUCHED.

Round shin bones, avg. 48 to 50 lbs. per 100 pieces.....	75.00 @ 85.00
Flat shin bones, avg. 40 to 45 lbs. per 100 pieces.....	@ 65.00
Black or striped hoofs, per ton.....	45.00 @ 50.00
White hoofs, avg. 85 to 90 lbs. per 100 pieces.....	@ 70.00
Horns, according to grade.....	75.00 @ 200.00

PRODUCE MARKETS.

Chicago. Butter.....	@ 26 1/2
Creamery (92 score).....	@ 29
Creamery (91 score).....	28 @ 29
Creamery firsts (88 score).....	@ 26

EGGS.

Extra firsts.....	@ 26 1/2
Firsts.....	@ 26 1/2
Standards (refrigerated).....	20 1/2 @ 21 1/2

LIVE POUCHE.

Fowls.....	10 @ 14
Chickens.....	12 @ 16
Turkeys.....	12 @ 18
Ducks.....	9 @ 16
Geese.....	9 @ 13

DRESSED POUCHE.

Fryers, 31-42.....	18 @ 19
Roasters, 43-54.....	18 @ 20
Roasters, 55 and up.....	20 @ 23 1/2
Fowls, 31-47.....	13 1/2 @ 15
Geese, 48-59.....	15 1/2 @ 17

BUTTER AT FIVE MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston, Philadelphia, and San Francisco, week ended December 6, 1934:	
Nov. 30	1 2 3 4 5 6
Chicago.....	29 29 29 29 29 29
N. Y.	29 1/2 29 1/2 29 1/2 29 1/2 29 1/2 29 1/2
Boston.....	30 30 30 30 30 30
Philadelphia.....	30 1/2 30 1/2 30 1/2 30 1/2 30 1/2 30 1/2
San Fran.	33 33 33 31 31 32

WHOLESALE PRICES CARLOTS—FRESH CENTRALIZED BUTTER—90 SCORE AT CHICAGO:

27 1/2	28	28	28	28	28
Receipts of butter by cities (tubs):					
This week.	Last week.	Year	Since Jan. 1.	1934.	1933.
Chicago.....	33,204	24,335	43,085	2,990,507	3,399,052
N. Y.	28,023	33,189	57,800	3,445,988	3,806,432
Boston.....	14,806	9,784	1		

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F. R. DAVIS

Fred R. Davis, supervisor of media for the General Electric Company, has an intimate knowledge of the editorial and circulation standards and policies of more business papers than probably any other man in the country. The more than \$500,000 invested under his direction by GE in business papers each year is divided among many fields. In addition to his work with GE, where he has spent his entire business life, he is active as a vice-president of the Audit Bureau of Circulations and is a past president of the Technical Publicity Association.

"Our Investment in Business Papers Averages More Than Half a Million Dollars Annually"

DURING the forty odd years of the life of General Electric Company, the backbone of its sales development program has been its advertising in business papers. The selective 'spotting' of prospective purchasers has harmonized with the engineering thought that has guided the fortunes of this company.

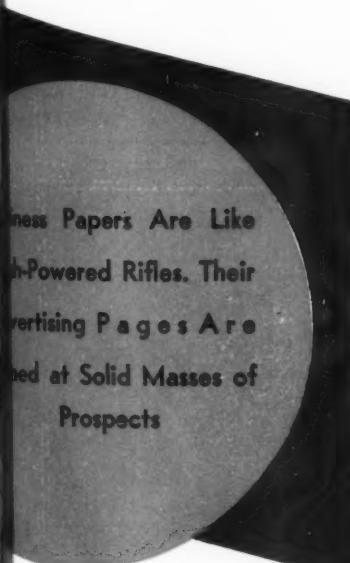
"When the mental resources of an entire profession, industry or trade are brought to a focus in the pages of a business paper and offered to its subscribers for a nominal price annually, what greater authority could an advertiser ex-

F. R. DAVIS

THE GENERAL ELECTRIC COMPANY

pect as a supporting background for his own selfish advertising purposes?

"The flexibility and selectivity of business papers as advertising media has established their value with the General Electric Company on a permanent foundation for all of its products, as indicated by its advertising to technical, professional, industrial, mercantile and business executives generally. During the past ten years its investment has averaged more than half a million dollars annually for business paper advertising."



**Why do manufacturers advertise in business papers?
What do they TRY to accomplish and what DO they accomplish?**

The publishers of 33 leading business papers asked the editors of "Sales Management" to interview outstandingly successful advertisers in a wide variety of businesses. The statement of Mr. F. R. Davis of The General Electric Company is No. 1 of a series of such opinions.

THE NATIONAL PROVISIONER, as one of these 33 leading business publications, is proud to cooperate with this progressive organization and to have the opportunity of providing the editorial background for the advertising of The General Electric Company which has appeared in its pages for many years.

CLASSIFIED ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

Position Wanted

Casing Salesman

Is there a well-established casing house that can use the services of salesman having 20 years outstanding sales record with large following in Greater New York, New York State, New Jersey, New England states, Philadelphia, Baltimore, and Washington? If so, write W-760, The National Provisioner, 300 Madison Ave., New York City.

Need a Good Man?

Young man, 30 years old, willing to go anywhere as beef salesman, cattle buyer, or all-around packinghouse man. Twelve years' experience; best of references. W-756, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Chief Engineer

Would like position as chief engineer or maintenance superintendent in Ohio or Central States. Economical, reliable operation. Have never failed to reduce steam and power costs substantially and improve operation. Can handle men. W-758, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Superintendent

Superintendent experienced in all departments now available. Can turn out first-class product and handle labor without friction. Now employed. Willing to go anywhere. References. W-747, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Sausage Expert

Am qualified to direct and manage all sausage room operations. Expert knowledge of all products, including specialties. Reputation for making quality sausage from any materials. Expert knowledge in figuring costs. Can put your sausage department on money-making basis. W-718, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Sausagemaker

Position wanted by experienced sausagemaker. Can make all kinds of sausage and thoroughly familiar with entire operation of sausage room operations. Hard worker. Can put your sausage department on profit-making basis. A trial will prove my worth. Age, 45. Gus Hoffman, 1547 Cherry Lynn, Phoenix, Arizona.

Men Wanted

Curing Foreman

Wanted, curing foreman with thorough knowledge of sweet pickle and dill pickle process. Must have ability to lay out and supervise all work in department. If you cannot show successful record do not reply. W-755, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Salesman

Wanted, salesman calling on meat packers to sell spices and seasonings either full or part time. Reply in detail. W-759, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Business Opportunities

Refrigerated Store

For lease, modern refrigerated store in Fort Greene market district of Brooklyn. Will furnish any temperature desired. Inquire, Fort Greene Cold Storage Co., 99 Hudson St., New York City.

Complete Packing Plant

For sale at real bargain and on terms to suit purchaser, completely equipped packing plant in one of most thriving metropolitan districts in Southern California. For full information address FS-752, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Equipment Wanted

Rendering Machinery

Wanted, 4 or 6 pocket M & S filler for 16-oz. cans. Also steam jacketed mixers or aluminum steam jacketed agitator. W-744, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Equipment for Sale

Hog Scraper

For sale, Danish type drum hog scraper, practically new. Capacity up to 300 per hour. This machine being replaced with larger one. Can be seen now in operation. FS-757, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Packinghouse Machinery

For sale, reconditioned machinery of every description from single machine to machinery for complete packing plant. Guaranteed in A-1 condition. Write Menges, Mange, Inc., 1515 N. Grand Blvd., St. Louis, Mo.

Machinery Bargains

The following machinery for sale at bargain:

- 1 Anco No. 600 Laabs Cooker
- 1 Anderson Crackling Expeller
- 1 Anco 3 x 6 Lard Roll
- 3 Mechanical Mfg. Co. Meat Mixers
- 1 M. & M. Hog
- 1 Lard Filter Press
- 1 Steam Tube Dryer, 6' x 30'
- 5 Cooking Kettles

What idle machinery have you for sale?

CONSOLIDATED
PRODUCTS COMPANY, INC.
14-19 Park Row, New York City

GEO. H. JACKLE

Broker

Tankage, Blood, Bones
Cracklings, Bonemeal
Hoof and Horn Meal

Chrysler Bldg.,
405 Lexington Ave.
New York City

The RATH PACKING CO.

Pork and Beef Packers

BLACKHAWK HAMS and BACON
Straight and Mixed Cars of
Packing House Products

Waterloo, Iowa

C. A. Durr Packing Co., Inc.

Utica, N. Y.
Manufacturers of



HAMS
BACON
FRANKFURTS
QUALITY Pork Products That SATISFY

LARD
DAISIES
SAUSAGES



"C-B" Cold Storage Door

"The Better Door that Costs No More"

Users and contractors everywhere recognize the superior merits of "C-B" Cold Storage Doors.

The fronts of standard doors, including the casing on the frame, are made of high grade yellow pine. On special orders, oak or other woods, as specified, will be furnished.

The backs of doors are made of spruce.

A trial will convince you that the "C-B" Cold Storage Door has superior merits.

Unexcelled in design, construction, workmanship and finish, all proving it is

"The Better Door that Costs no More."

The Cincinnati Butchers' Supply Corporation

3907-11 S. HALSTED ST.
CHICAGO, ILLINOIS

1972-2008 CENTRAL AVE.
CINCINNATI, OHIO

CUT COSTS!

Trim Jowls for Bacon
Squares with the
**B & D FAT BACK SPLITTER AND
JOWL TRIMMER**

BEST & DONOVAN
332 South
Michigan Av.

CHICAGO,
ILLINOIS



"HALLOWELL" PACKING PLANT EQUIPMENT



Pat. applied for

Fig. 1094 - "Hallowell"
Tank Charging Truck

Incorporates every up-to-date improvement; is perfectly sanitary and so sturdy and strong it will outwear other makes. Furnished heavily galvanized or of Monel Metal, as preferred.

Write for BULLETIN 449 covering our complete line of "HALLOWELL" Packing Plant Equipment.

**STANDARD
PRESSED STEEL CO.**
Jenkintown, Pa.
Box 550

Sheep
Bag

from PLANTATION to CONSUMER



**"Redrah"
Brand**

Stockinettes

for
HAM
BEEF
LAMB
SHEEP
FRANKS
also
Cattle Wipe
Tubing in Rolls

Ask for Samples!

Careful control over every operation from start to finish makes possible superior quality stockinettes at all times.

LARGE PRODUCTION

Your orders are handled immediately — shipments are made on time, every time. Satisfactory service always!

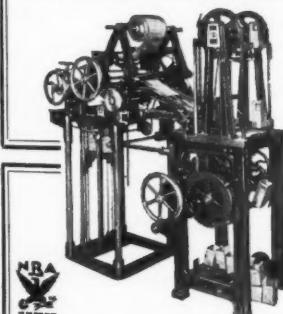
CENTRAL LOCATION

Convenient to all important packing centers. Short freight hauls, quick delivery. Write for prices!

Valatie Mills Corp.
Valatie, New York

Trenton Mills, Inc.
Trenton, Tenn.

MODERNIZE YOUR PACKAGES



And don't stop half-way with your modernization! Your packaging department offers unusual opportunities for extensive economies—economies that will more than pay the cost of improvements. With PETERS' Packaging Machines you can start with the low cost PETERS' JUNIOR for forming and lining cartons and add a unit at a time. The economies over your present operating methods will pay for the machines!

Complete particulars gladly sent. WRITE!

PETERS MACHINERY CO.

STEP by STEP

The PETERS' line of packaging machines is complete. Machines in all sizes for forming and lining or folding and closing cartons, hand or automatic feed, are available. You can build, step by step, with PETERS.

4700 Ravenswood
Ave., Chicago, Ill.



JOHN MORRELL & Co.

"Since 1827"

General Offices
OTTUMWA, IOWA

*Hams, Bacon
Lard, Sausage
Canned Foods*



Packing Plants
Ottumwa, Iowa
Sioux Falls, S. D.
Topeka, Kans.

*Beef, Pork
Veal, Mutton
Mince Meat*



Philadelphia Scrapple a Specialty
John J. Felin & Co., Inc.
4142-60 Germantown Ave., Philadelphia, Pa.
New York Branch: 407-409 West 13th Street

Hams
Bacon
Lard
Delicatessen

Paradise The
Theurer-Norton Provision
Company
CLEVELAND PACKERS OHIO
Brand
Hams Bacon Lard

Vogt's Liberty
Bell Brand
Hams—Bacon—Sausages—Lard—Scrapple
F. G. VOGT & SONS, INC.—PHILADELPHIA, PA.

Partridge
PORK PRODUCTS—SINCE 1876
The H. H. MEYER PACKING CO.
Cincinnati, Ohio

foods of Unmatched Quality

ESSKAY
QUALITY

HAMS—BACON
LARD—SAUSAGE
SOUTHERN ROSE SHORTENING
The Wm. Schluderberg-T. J. Kurdle Co.
Meat Packers

Baltimore, Md.

Schenk Bros. Managers
Capital Brand
PURE MEAT PRODUCTS
THE COLUMBUS PACKING CO. Columbus
TASTIEST!

Because Capital Brand Hams and Bacon have
such fine flavor—they are always in favor
The Columbus Packing Co.
PORK AND BEEF PACKERS
Columbus, Ohio
New York Representative: M. C. Brand, 410 W. 14th St.

Peacock Brand
PACKINGHOUSE SPECIALTIES

QUALITY
IS ALWAYS
IN STYLE
WHEN
YOUR
SAUSAGE
AND OTHER
PROCESSED MEATS
ARE PREPARED
WITH
PEACOCK BRAND
PRODUCTS

Wm J. Stange Co.
CHICAGO

COMBUSTION ENGINEERING COMPANY - INC

200 MADISON AVENUE - NEW YORK

C-E PRODUCTS

BOILERS

C-E Sectional Header Boiler
C-E Box Header Boilers
C-E Bent Tube Boilers
C-E Fire Tube Boilers
C-E Electric Boilers
C-E Marine Boilers

STOKERS

C-E Multiple Retort Stoker
Type E Underfeed Stoker
C-E Stoker-Unit
(for small boilers)
Type H Stoker
(for industrial furnaces)
Coxe Traveling Grate Stoker
Green Chain Grate Stoker
(natural draft)
Green Chain Grate Stoker
(forced draft)

PULVERIZED FUEL SYSTEMS

(for boilers and industrial furnaces)

C-E Storage System
C-E Direct Fired System
Raymond Pulverizing Mills

FURNACES

C-E Water Cooled Furnace
C-E Water Screen
C-E Slagging Furnace

COMPLETE UNITS

Combustion Steam Generator
(a unit of standardized overall
design)

Coordinated designs comprising
any combination of boiler
and firing equipment

ALLIED EQUIPMENT

C-E Air Heaters
(plate and tubular types)
C-E Economizer
C-E Oil Burners
Grieve Grates
C-E Ash Conveyors
C-E Ash Hopper

PULP MILL EQUIPMENT

Improved Murray-Waern
System
(for chemical and waste heat
recovery)

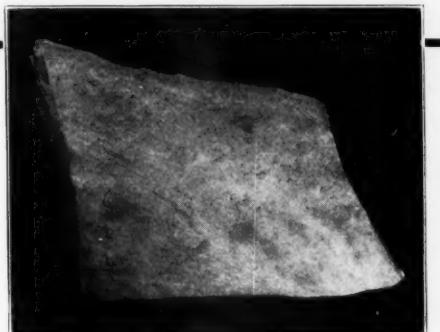
SEWAGE EQUIPMENT

C-E Raymond Systems
(for sewage sludge incineration)

FABRICATED PRODUCTS

Pressure Vessels, Tanks,
Towers, etc.
(welded or riveted fabrication—
carbon, alloy or clad steel)

ILLUSTRATED BELOW: The Wynantskill Beef Rib Bag



CLEANLINESS IN HANDLING

No Finger Marks or Spatter Marks on Beef shipped
in Wynantskill Stockinettes. Protect your meats this
way in transit—the cost is very low. Write for
sample!

Beef - Ham - Sheep - Lamb - Bacon - Frank and Calf Bags

Write for Samples
WYNANTSKILL MFG.CO. TROY, N.Y.

Fred K. Higbie
417 S. Dearborn St.
Chicago, Ill.
E. J. Donahue
47 Rossmore Road
Jamaica Plain, Mass.

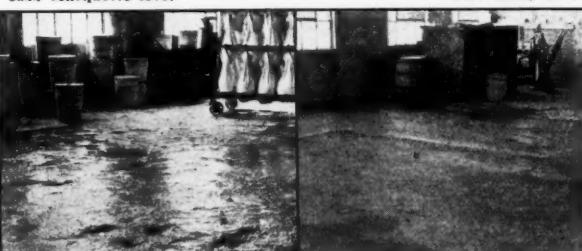
Represented by
R. P. McDermott
153 Harding Road
Columbus, Ohio
C. M. Ardizzoni
9942—11st Ave.
Corona, L. I., N. Y.

Jos. W. Gates
131 W. Oakdale Ave.
Glenside, Pa.
W. J. Newman
1005 Pearl St.
Alameda, Calif.



and an ordinary cement floor is on its way to ruin! But Cleve-O-Cement
can restore the broken cement floor to BETTER THAN NEW.
Cleve-O-Cement is an entirely different kind of floor patching material.
Applied in the afternoon, it dries hard as flint overnight and is
ready for heavy traffic the following day. Waterproof, acid resistant
and unaffected by freezing temperatures. Proven by years of
use in packing and dairy plants throughout the country. Made only by

THE MIDLAND PAINT AND VARNISH CO.
1322 Marquette Ave. Cleveland, Ohio



BROKEN, BUTTED FLOORS ONE DAY SMOOTH, HARD FLOORS THE NEXT DAY

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*Advertisement appears every other week.
†Every fourth week.
††Once a month.

While every precaution is taken to insure accuracy, we cannot guarantee against the possibility of an occasional change or omission in the preparation of this index.

CARLOT SHIPPERS

Straight and mixed cars



Krey's

St. Louis

Shippers of Straight and Mixed Cars

Pork — Beef — Sausage — Provisions
HAMS and BACON

"Deliciously Mild"

New York Office—259 W. 14th St.

REPRESENTATIVES

D. A. Bell, Boston, Mass. H. D. Amiss, Washington, D. C.
M. Weinstein Co., Philadelphia, Pa. (Baltimore, Md.)

Hunter Packing Company

East St. Louis, Illinois



*Straight and Mixed Cars
of Beef and Provisions*

NEW YORK OFFICE
410 W. 14th Street

REPRESENTATIVES:
Wm. G. Joyce, Boston
F. C. Rogers, Philadelphia

HORMEL

GOOD FOOD

Main Office and Packing Plant
Austin, Minnesota

KINGAN'S

"Reliable" Brand

HAMS — BACON — LARD — SAUSAGE
CANNED MEATS — OLEOMARGARINE
CHEESE — BUTTER — EGGS — POULTRY

A full line of Fresh Pork—Beef—Veal
Mutton and Cured Pork Cuts

Hides—Hair—Digester Tankage

KINGAN & CO.

PORK AND BEEF PACKERS

Main Plant, Indianapolis

Established 1845

THE E. KAHN'S SONS CO.

CINCINNATI, O.

"AMERICAN BEAUTY"

HAMS and BACON

Straight and Mixed Cars of Beef,
Veal, Lamb and Provisions

Represented by

NEW YORK	PHILADELPHIA	WASHINGTON	BOSTON
H. L. Woodruff	W. G. Ford	B. L. Wright	F. G. Gray Co.
259 W. 14th St.	38 N. Delaware Av.	631 Penn. Av., N.W.	148 State St.

C. A. BURNETTE CO.

CHICAGO, ILL.

— Commission Slaughterers —

Hogs—Cattle—Calves

〔 We Specialize in Straight
Carloads of Dressed Hogs 〕

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